

# AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture  
Chief Exponent Of The American Nursery Trade

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Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXX

ROCHESTER, N. Y., OCTOBER, 1919

No. 4



## The Norway Maple

represents the hardiest, shapeliest, and in every way the most desirable permanent shade tree in the Nursery trade

## The Trade Mark

is but a symbol,—a sort of advertising short-hand character—designed to tell a long story in little space.

This trademark represents 1200 acres devoted to general Nursery stock, both fruit bearing and ornamental.

It falls in its desired effect, if it does not convey to the readers' mind a story of fair dealing, honest service, highest standard quality and dependable stock capacity.

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Nursery stock is so generally scarce, the advertiser is embarrassed for details; but try us out on your Lists.



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—OF—

ORNAMENTALS, FRUITS, EVERGREENS  
ROSES  
CLEMATIS and HERBACEOUS PLANTS

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DEALERS GARDENERS  
LANDSCAPE ARCHITECTS

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Our Usual General Assort-  
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Plum  
Shrubs, Vines, Etc.

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## The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF  
Ornamental Trees, Shrubs, Ever-  
greens, Vines and Herbaceous Plants  
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Market Development Fund.

## Princeton Products

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## Ornamental

Trees, Shrubs and Evergreens of high  
grade for the wholesale trade

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Princeton in New Jersey

October first

1919

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The Little Pruning Book offers the solution. It is an authoritative guide to correct pruning. Illustrates and explains how, when, and where, to prune for bigger and better fruit, flowers and plant life in general. Familiarize more customers with the fundamentals underlying the art of pruning and greater interest and more purchases will result.

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Our selling plan increases your profits by placing *The Little Pruning Book* in the hands of your customers *through you.* Your sales of nursery stock will increase as a matter of course.

Sending for a free volume does not obligate you in any way. It will bring you details of our co-operative plan of distributing this educational work, through nurseries. The author of this book, F. F. Rockwell, is now manager of the Nurserymen's National Service Bureau.

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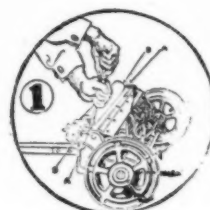
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## Here's "Pep" For Your Catalog, Mr. Seedsman

### HOW IT'S DONE

#### WITH CLOVER

Illustrated, detailed instructions accompany each can, but, here is how it's done.



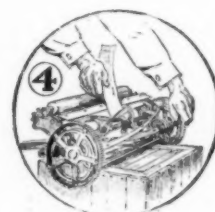
1. Adjust base blade to as even a contact as possible with each rotary blade for entire length. Don't set too tightly together.



2. Apply Clover Compound entire length of each rotary blade with finger tip.



3. Push the mower forward and back rapidly on level surface a dozen times, spinning the blades, and grinding them together sharp.



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Now Clover's convincing story will be told to a vast audience of magazine readers beginning next January.

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We will supply you with a set of cuts shown opposite, also with a cut of the can of Clover shown above. With these cuts, we will send you copy that is fully descriptive and of demonstrated pulling power.

## Act at Once! Be Prepared!

Clover made a big hit this summer and with the aid of our National Advertising, it will be the most notable seed accessory success of 1920. Write at once for samples. Get posted. Convince yourself of Clover's great merit. Then LIST IT IN YOUR CATALOG—it will be the best move for more accessory business you ever made.

*Clover is packed in a lock, cornered wooden box, 1 doz. cans to the box. Full illustrated directions attached to each can. Sales helps and a colored counter display are cluded in every box.*

# Clover Manufacturing Co.

80 Main Street,

NORWALK, CONN.

San Francisco Branch, 552 Howard Street

*Makers of the Famous Clover Grinding Compounds—Nationally Advertised—  
Internationally Known—The Acknowledged Leader*

**3,000,000 Sold in 1918.**

## AMERICAN NURSERYMAN--October, 1919

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.10 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

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RALPH T. OLCOTT  
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC. 39 State Street, Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicle of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

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This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

## Classified Business Announcements In this Issue

### AN INDEX OF CURRENT WANTS AND OFFERINGS IN THE NURSERY TRADE

American Association .....	Organization Activities .....	93	Horticultural Advertiser.....	British Trade Periodicals.....	103
American Forestry Co.....	Young Stock .....	87	Horticultural Press .....	Commercial Printing .....	99
Audubon Nurseries .....	Ornamental Stock .....	103	Hubbard Co., T. S.....	Grapevine Specialists .....	102
Aurora Nurseries .....	Young Stock .....	87	Huntsville Wholesale Nurs...	General Nursery Stock.....	103
Atlantic Nursery Co.....	Young Stock .....	87	Ilgelfritz' Sons Co., I. E....	General Nursery Stock.....	78
Bailey's Cyclopaedia .....	Standard Work .....	99	Jackson & Perkins Co.....	Ornamental Stock .....	82
Barr & Co., B. F.....	Special Announcement .....	82	Jenkins & Son, J.....	Young Stock .....	87
Bay State Nurseries.....	Ornamental Nursery Stock.....	99	Jones, J. F.....	Pecan Trees .....	99
Beeman Tractor Company ..	1-Horse Tractor .....	99	Keystone Nurseries .....	Paeonias and Norway Maples.....	82
Bernardin, E. P.....	General Nursery Stock.....	101	Landscape Architecture.....	By Samuel Parsons.....	99
Bobbink & Atkins .....	Young Stock .....	87	Little Tree Farms.....	Evergreens .....	87
Bohlender, Peter .....	Ornamentals, Berries .....	98	Midland Nurseries .....	Holland Stock .....	82
Business Opportunity .....	Retail Salesman Ready.....	100	Monroe Nursery .....	General Stock .....	78
Carr's Sons, M. L.....	Evergreen .....	87	Naperville Nurseries .....	Young Stock .....	87
Chase Company, Benjamin..	Nursery Labels .....	101	Nat. Florists' Board of Trade.	Collection Accounts .....	102
Chattanooga Nurseries ..	June Bud Peach.....	103	Norman, T. R.....	Herbaceous Shrubs .....	99
Clarke, Daniel A.....	Young Stock .....	87	Northeastern Forestry Co....	Evergreen Seedlings and Transp'ts	87
Clover Mfg. Company.....	Special Announcement .....	80	Nursery Directory .....	List of U. S. Nurserymen.....	96
Cole, W. B.....	Blackberry Plants .....	103	Nut Culture .....	American Nut Culture.....	98
Colorado Gardens .....	Salesman Wanted .....	99	Oak Lawn Nursery .....	Privet for Lining Out.....	87
Conard & Jones Co.....	Star Roses, etc.....	87	Old Dominion Nurseries ..	General Nursery Stock.....	82
Dansville Home Nurseries..	Fruit Tree Stock.....	97	Onarga Nursery Co.....	Special Announcement .....	101
DIRECTORY .....	Growers of Young Stock.....	87	Onarga Nursery Company...	Lining Out Stock.....	87
Diamond Agency .....	Nursery Labor Supply.....	98	Parker Bros, Nur. Co.....	Cannas .....	99
Donaldson Company .....	Ornamental Nursery Stock.....	78	Painesville Nurseries .....	General Nursery Stock.....	77
Embry, Charles O.....	Position Wanted .....	99	Parmentier & Van Noppen..	Holland Stocks .....	82
Elm City Nursery Co.....	New Hybrid Hardy Privet. ....	98, 102	Parsons Wholesale Nurseries	General Nursery Stock.....	101
Evansville Nurseries .....	Rosa Multiflora Cuttings.....	99	Peck, Stow & Wilcox Co...	Pruning Shears .....	79
F. & F. Nurseries.....	Young Stock .....	87	Peters, Charles M.....	Grape Vines .....	99
Fairfield Nurseries .....	Grape Vines .....	99	Plant Breeding .....	By Bailey & Gilbert.....	101
Fancher Creek Nurseries...	Salesman Wanted .....	98	Portland Wholesale N. Co...	Coast Grown Roses.....	103
Farmer, L. J.....	Strawberries .....	101	Princeton Nurseries .....	The Princeton Idea.....	78
Farmers Nursery Co.....	Young Stock .....	87	Przedpelski, Stanislaw .....	European Seeds .....	103
Farina Nurseries .....	Fruit Tree Stock Wanted.....	101	Rakestraw-Pyle Co.....	Ornamental Nursery Stock.....	101
Franklin Davis Nurseries...	General Nursery Stock.....	98	Red Oak Nurseries .....	Lining Out Stock.....	87
Garret & Sons, F. B.....	Fruit Stock To Trade.....	102	Reed, W. C.....	Cherry, Pear, Apple, Peach.....	103
Geneva, Nursery, The .....	General Nursery Stock.....	78	Sarcocoe Nurseries .....	Peonies a Specialty.....	101
Graves & Son, L.....	Fruit Tree Stock Wanted.....	101	Scarff & Son, W. N.....	Small Fruit Plants.....	99
Haman, Thomas R.....	Peach Seed .....	99	Shenandoah Nurseries .....	Osage Hedge Plants.....	99
Hill Nursery Company, D...	Norway Maples .....	99	Sherman Nursery Co.....	Evergreen Seedlings .....	87
Hill & Company, D.....	Young Stock .....	87	Smith Company, W. & T.....	General Nursery Stock.....	78
Hill Nursery Co., D.....	Evergreen Specialists .....	89	Southern Nursery Co.....	Tenn. Peach Seed.....	99
Hobbs & Sons, C. M.....	General Nursery Stock.....	78	Storrs & Harrison Co.....	General Nursery Stock.....	77
Hood & Company, W. T....	General Nursery Stock.....	82	Successful Selling .....	For Salesmen.....	99
			Trade Policy .....	American Assn. Action.....	101
			United States Navy .....	Enlistment Chance .....	104
			Valdesian Nurseries .....	Lining Out Ornamental.....	98
			Vincennes Nurseries .....	Cherry a Specialty.....	103
			Western New York Pub. Co	Commercial Printing .....	99
			Wild Bros. Nursery Co.....	"Pennant Brand" Peonies.....	101
			Wild Bros. Nursery Co.....	Young Stock .....	87
			Willadean Nurseries .....	Ornamental Nursery Stock.....	78
			Willowdale Nurseries .....	Ornamental Nursery Stock.....	101
			Woodmont Nurseries .....	Ibodium Privet .....	102



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## MODESTY

forbids our trying to adequately describe what a nice lot of stock we have for delivery this season. The growing season has, in the main, been a very favorable one and most lines of stock have made very satisfactory growth. Prices are high, — the highest we can remember, — but we hope to deliver a quality of stock which is correspondingly high.

Write us about any of the following articles, — or about *anything* you are needing. If we haven't it, maybe we can "put you next".

Climbing Roses	Ampelopsis Veitchii
Clematis Paniculata	Herbaceous Perennials
Climbing Vines	Paeonias
Flowering Shrubs	Ornamental Trees
Lilacs	Evergreens

Our fall trade-list was mailed out Sept. 14th. Did you receive a copy? If you did not and are "in the trade" we would like you to have one and to place your name on our mailing list. Please use printed stationery when writing, though, or enclose business card. For our customers' protection, we send our lists only to "the trade".

**Jackson & Perkins Company,**  
NEWARK, NEW YORK

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STOCKTHE  
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STOCK

## Paeonies and Norway Maples

## A SPECIALTY

Grown in the Garden Spot of Pennsylvania  
You are invited to call and see them growing.

## NORWAY MAPLES

Straight, Selected Trees. No culls or seconds.

	Per 100
8-10 ft. 1 1/4 to 1 1/2 in. Cal.	\$100.00
10-12 ft. 1 1/2 to 1 3/4 in. Cal.	125.00
12-14 ft. 1 3/4 to 2 in. Cal.	175.00
12-14 ft. 2 to 2 1/2 in. Cal.	250.00
14-16 ft. 2 1/2 to 2 3/4 in. Cal.	300.00
14-16 ft. 2 3/4 to 3 in. Cal.	350.00
14-16 ft. 3 to 3 in. Cal.	400.00

F.O.B. cars, car lots.

## Leading Commercial Paeonies

True-to-Name Strong Divisions, 3 to 5 Eyes.

	Per 100
Duke of Wellington, Sulphur white, late.	\$18.00
Duchess de Nemours, Sulphur white, early.	15.00
Edules Superba, Rose pink, early.	15.00
Festiva Maxima, White, very large, early.	18.00
Mme. Boquet, Dark Amaranth, early.	20.00
Princess Beatrice, Salmon-pink, midseason.	20.00
Wilhelmina, Lavender pink, midseason.	20.00
Mme. Verneville, White center carmine, early.	25.00
Separate Colors, un-named, white and pink.	12.00

Member of Florists Telegraph Delivery Association.

**B. F. BARR & CO.**

Keystone Nurseries

LANCASTER, PA.

## "MIDLAND" NURSERIES

PARMENTIER & VAN NOPPEN  
NAARDEN—HOLLAND

Member "Holland Plant Exporters' Association."

We specially grow:

**FRUIT TREES** and **ROSES STOCKS. DWARF** and  
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**FRUIT TREES**

For Prices and Quantums apply to us

REGISTERED CABLE ADDRESS: "MIDLAND," "NAARDEN"

**W. T. HOOD & CO.**

**Old Dominion Nurseries**

RICHMOND, VA.


Apple, 2 year, fine Ben Davis, Black Ben Davis, Gano, Delicious, Lowry, Rome Beauty. Shade trees Extra Fine; straight bodies and extra rooted; one to two and one-half inches. Norway, Silver and Sugar Maple, Pin and Red Oak. Evergreens—Norway and Hemlock Spruce. Deodar Cedars, Irish Junipers, California Privet, 2, 3, and 4 year. Sugar Maple Seedlings, six inches to ten feet.

Write us for prices.

**Completely Covering  
The Nursery Trade**

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To Coast and Highly Indorsed by  
Leaders Everywhere Is

**The American Nurseryman**  
Rochester, N. Y.

 **BUSINESS** announcements in this Chief  
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Box 124, Rochester, N. Y.

# American Nurseryman

## The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXX

ROCHESTER N. Y., OCTOBER, 1919

No. 4

### THE FRUIT TREE STOCK SITUATION IN THE UNITED STATES

From "American Nursery Trade Bulletin," September 15, 1919

1. The United States is dependent upon foreign sources for practically all deciduous fruit-tree stocks except peaches and native plums. The range of stocks included in scope of this statement represents apples, pears, sour cherries, sweet cherries, plums of the domestica group, and others of minor importance.

It is true that great numbers of seedling apple stocks are grown in this country, but they are produced primarily from imported seed. Most pear, cherry, and plum stocks, excluding those excepted above, are imported as seedlings, or to a limited extent the seeds are imported and the stocks grown here. However, the situation is the same in either case. We have no domestic source for this material in quantities of any considerable importance that is suitable for stock purposes.

2. As is universally recognized, seedlings except where the seed has been very critically selected vary widely within the species and even within the variety. The results in almost every apple, pear, and plum orchard give evidence of wide variation in the characteristics of individual trees, in the character and quantity of fruit produced, and in the regularity of the crops. While some of this variation may be attributable to bud variation, there is a good deal of evidence which suggests that a considerable portion of this variation may be due to the influence of the stock on which the tree is grown. This is manifested perhaps in the relative hardiness of the trees in the same orchard as frequently as in any other way. It is a frequent experience that in orchards where the trees appear to be uniform, and where they have had identically the same treatment, individual trees here and there through the orchard are injured by extremely low temperatures or other adverse winter conditions when the majority of the trees are uninjured. Upon examination in many instances of this sort the fact that the roots are dead is revealed. The injury to certain trees in different parts of the orchard under such conditions appears to be due to lack of hardiness of the stock, and it may be accounted for through the individual variation of the seedling stocks used in propagating the trees. The loss sustained by the fruit industry due to the influence of stock, and which may include hardiness, productiveness, regularity of bearing, and the character and quality of the fruit, is in the aggregate enormous. It is believed that by properly selecting the stock very much of this might be eliminated.

3. The same stocks are now being used to a very large extent in the nursery trade which have been used for generations. Very little investigational work has been carried on with a view to determining whether or not there may be other stocks which would be materially better than those now being used from the standpoint of both nurseryman and fruit grower. There have been a great many different

species of *Pyrus*, *Prunus*, and other more or less closely related plants introduced into this country during the past ten or fifteen years. It is believed that a good many of these species possess great potential value for stock purposes. Many of these species have been introduced from countries where through centuries of adaptation they have become inured to extremes of drought, heat, cold, and other adverse conditions. The value of these species for stock purposes to meet the needs in different parts of our own country should be thoroughly tested. To make these tests it would be necessary to make a large number of grafts, using varieties of a considerable number of different kinds of fruit for the purpose of determining the congeniality of the stocks with the scions, the influence of the stock on the growth, productiveness, hardiness, and longevity of the trees. This obviously is a long-term proposition. In the matter of congeniality there is very much involved. In a general way the term congeniality refers to the measure of ability of the stock and scion to unite and to grow normally and thriftily and for an indefinite period. Lack of congeniality may manifest itself in any one of many ways, including the failure of the wood cells of the stock and scion to unite, and this may be due to differences in cell structure or other conditions, or while the cells unite perfectly the food material elaborated by the tree may not be of suitable character for the nourishment of the roots, which perhaps present a different species of plant. The problems relating to congeniality are therefore very complex and have never been fully investigated.

Moreover, by using stocks for propagating trees to be planted in different parts of the country it is quite possible that through a suitable selection of stock material we would be able to grow trees which would be very much better adapted to the regions where, for instance, great hardiness is a factor or drought or alkali soils or other regional conditions present special problems. Then are the trees which are propagated on stocks now commonly used. Therefore, in connection with the stock problem it seems important that a wide range of tests be made for the purpose of determining the stocks best adapted for use in different parts of the country where the soil and climatic conditions present peculiar problems from the standpoint of adaptability of fruit trees now available for use in the different regions.

4. While there appears to be no serious problem at the present time with regard to a source of supply of peach pits, since they are seemingly produced abundantly in the mountain region of North Carolina and certain other states, the permanency of the supply is more or less problematic and it would seem the part of wisdom that some steps be taken to insure the permanency of the supply. Moreover, the peach is grown in a great many different parts of the

world and it seems altogether probable that there may be forms of the peach or closely related species which would be better suited for stock purposes than are the seedlings now commonly used. With the material now available in this country as a pose of determining the relative value of the different forms or closely related species for stock purposes in comparison with the stocks now in use.

5. So far as the growing of the necessary seed supplies of the various species is concerned, there are large areas in the National Forest Reservation which represent abandoned farms or areas which have been cleared of timber and which should be reforested, and on which great quantities of seeds could be grown. The devoting of such areas to seedling stock orchards would result in the reforestation of the cleared areas (and there are large areas which are of little value except to be reforested) and there would be returns from these plantings very much sooner than would be the case if the areas were planted to forest trees. The plantings of the different species could be made and should be made at points sufficiently remote one from another to prevent any mixing by cross-pollination. Thus, when a particular species has been determined to be exceptionally good for stock purposes, or where a particular form or strain within the species has been found to possess high quality for stock purposes, it would be possible to perpetuate such material in areas isolated from other plants with which the individual trees or species would cross and thus maintain them reasonably pure. This course, it is believed, would result in a very great improvement in the uniformity of the trees and the resulting seedlings. To the extent that this could be accomplished it is believed that the advantages would be reflected in the uniformity of the trees in the orchard.

6. It is believed that the problems touched upon in the foregoing comments represent great potential possibilities for the nursery and fruit interests, and that adequate measures should be taken to insure the continuity of the fruit-stock supply by developing sources of production in this country and by investigating in a comprehensive way the merits of species not now used in growing nursery stock for stock purposes.

Edith—"Dick, dear, your office is in State street, isn't it?"

Dickey—"Yes; why?"

Edith—"That's what I told papa. He made such a funny mistake about you yesterday. He said he'd been looking you up in Bradstreet.—Pittsburgh Dispatch.

Ruehl-Wheeler Nursery Co., San Jose Cal., capital \$50,000; incorporating board of directors: Henry Ruehl, Almon Wheeler, Frank S. Correa, J. Jay McClue and L. F. Simonsen.

## BLAZING THE WAY FOR MORE NURSERY STOCK

**Broad and Comprehensive Significance of the Second Annual Meeting of the Great Plains Official Horticulturists' Association---Important Gathering of Experts In Central Canada, Close to the Border---Republic and Dominion Officials Join In Measures For Advancing Horticulture In a Vast Area Where Special Conditions Govern Operations---Summary of the Work In Progress.**

By Prof. F. W. BRODRICK, M. A. C., Winnipeg, President of the Association.

THE second annual convention of the Great Plains Official Horticulturists' Association opened at Winnipeg on Monday, August 11th. The delegates from the south assembled on Monday morning, and, with a number of persons from Winnipeg, left at 7.25 a. m. for Brandon, where they were met by Prof. W. T. Macoun, Dominion Horticulturist, Ottawa, and W. C. McKillican, Superintendent of the Brandon Experimental Farm.

After lunch, cars were assembled, and the party proceeded to the Experimental Farm for an inspection of the gardens, orchards and arboretum, under the direction of Mr. McKillican and his gardener.

Some interesting tests in the culture of tomatoes were first studied. It has been found at Brandon that the best results were obtained by staking and trimming to a single stem, but allowing practically all the leaves to remain on the stem. Alacrit A. has proven to be one of the best varieties tested.

In sweet corn the Sweet Squaw, a Central Experimental Farm production, is giving promising returns.

In the orchard the Sand Cherry and the Japanese plum hybrids, produced by Prof. Hansen, were found to be bearing fairly abundantly, particularly the Sapa. The Mammoth plum, a production of Mr. A. P. Stevenson, a seedling of the Cheney, was found to be perfectly hardy and bearing fairly abundantly.

The studies in the hardiness of apples were quite interesting, showing the relative degree of hardiness of different varieties of standards and Saunders' hybrids at this point. Prof. Macoun stated that two of those which had proved most hardy were the Osman and the Columbia.

In the arboretum several interesting hardy plants were seen. The Villosa lilac was one which came in for particular comment, as Prof. Macoun stated that he had found it one of the most satisfactory under general prairie conditions.

After the visit to the farm, the party took a twelve-mile trip up the valley of the Assiniboine before returning to the city for dinner.

At 8 p. m. an open meeting was held in a private dining room of the Prince Edward Hotel, presided over by the president of the association, Prof. N. E. Hansen, Brookings, South Dakota.

Prof. Macoun gave a very interesting talk on "Thirty Year's Work in Horticulture at the Experimental Farms in the Prairie Provinces." He briefly outlined the earlier work that had been done at Brandon by Prof. S. A. Bedford, and at Indian Head by Angus McKay, in the development of fruit plantations on the experimental farms at these points. He also outlined the work that had been done by the late Dr. Wm. Saunders in the production of hardy apples for the prairie provinces. He stated that the work that was started by Dr. Saunders was being continued today, and a number of interesting and valuable productions were being secured.

In the absence of Mr. T. Torgeson, Mr. Hekhouse read a paper on "The Commercial Nursery in the Prairie Provinces." In this paper he outlined some of the difficulties that are being encountered by commercial nurserymen in the west. At the close of this paper an interesting discussion developed, Mr. H. L. Patmore and others taking part in it.

The party left for Indian Head, Saskatchewan, by special sleeping car, at 11:30 p. m.

Tuesday morning the party, having arrived at Indian Head, visited the Experimental Farm, under the direction of Superintendent McKenzie, Mr. Angus McKay and Prof. Macoun. A very interesting morning was spent in visiting the gardens, orchards

and arboretum, and comparing the relative hardiness at this point of various types, as compared with similar types which were seen growing at Brandon the day before. One of the most interesting observations gathered about the test in growing seedlings from a number of the hardy Russian varieties of apples. Practically all of these were uniformly killing back to the snow line.

In the afternoon a visit was made to the Dominion Forest Nursery station, where the party was placed in charge of Norman M. Ross, superintendent. Mr. Ross first outlined the work being done at the station, and then took the party over the trial grounds and nurseries. Some very interesting results have been obtained in the tests with various varieties of trees for shelter-belt purposes. In conifers, those of outstanding merit are the Black Hills Spruce,



PROF. N. E. HANSEN, Brookings, S. D.

Siberian Larch, Lodgepole Pine and Scotch Pine.

A visit was paid to the seed beds and nurseries, and a study made of the methods being followed by Mr. Ross in producing deciduous and coniferous tree seedlings by the millions, for prairie farms. Mr. Ross deserves great credit for the remarkable way in which he has developed a treeless prairie farm into a place of great beauty.

Mr. F. Hedley Auld, Deputy Minister of Agriculture for Saskatchewan, addressed the party at the Forestry Station, welcoming them to Saskatchewan and wishing them every success in their work.

A vote of thanks was tendered to Mr. McKenzie, Mr. Ross, Mr. Mackay and others who had so royally entertained the party during their stay in Indian Head.

At 8:25 p. m. the party left for Winnipeg, arriving there Wednesday morning.

At 12 o'clock the party was tendered lunch at Eaton's grill room, by Mr. F. L. Skinner, of Dropmore, Man., and at 1:30 the group assembled at the rotunda of the Royal Alexandra hotel, leaving from there for a tour of the market gardens and city parks. The gardens of Klaas de Jong, Marchant Bros., H. C. Whellams and E. Mancer were visited. Visitors were delighted with the splendid results being obtained at these places in growing all classes for marketable garden produce.

At the home of Mr. Whellams, the party was taken over by Mr. George Champion, parks superintendent, and from there visits were paid to Elmwood, Kildonan and Assiniboine parks. At Assiniboine, an evening luncheon, most attractively gotten up, was tendered by the City of Winnipeg and the Parks Board. This was presided over by

Ald. George Fisher, chairman of the reception and entertainment committee of the city council. Music was provided by an orchestra from the 100th Winnipeg Grenadiers.

Ald. F. O. Fowler, acting mayor, welcomed the visitors on behalf of the city, pointing out the immense possibilities of this plain region. Mr. J. H. Evans, deputy minister of agriculture, welcomed the party on behalf of the Department of Agriculture, and Mr. George Champion, park superintendent, on behalf of the Parks Board.

A reply was made by Prof. N. E. Hansen, president of the association, who spoke optimistically of the immense horticultural possibilities of this great western land, and pointed out that one of the objects of this association was to make life on the prairies more attractive. A vote of thanks was tendered to the City and the Parks Board.

On Thursday, the delegation met at the horticultural and biology building, Manitoba Agricultural College, being welcomed by President J. B. Reynolds.

Mr. Max Pfaender, of Mandan, North Dakota, the secretary, then read his report, in which he pointed out that the association had been formed just one year previous, and had under consideration the development of hardy plants for the Great Plains region.

A number of standing committees were then appointed for the ensuing year.

The first paper was one by Prof. A. F. Yeager, North Dakota, on the value of co-ordination in horticultural work.

An excellent paper on "Breeding Methods with Horticultural Plants," by Prof. J. W. Crow, Ontario Agricultural College, was read, in the absence of the writer, by Prof. F. W. Brodrick. Prof. Crow grouped the various classes of horticultural plants and outlined the methods that are followed in their improvement.

Prof. Hansen outlined his work at Brookings, South Dakota, pointing out that he was securing very satisfactory results.

Dr. M. J. Dorsey, University of Minnesota, St. Paul, Minn., followed on "Hardiness from the Horticultural Point of View." Dr. Dorsey's paper was of a technical nature, and gave some interesting results which he had obtained on investigations along this line. After having lunch in the dining hall of the College, the party visited the College fruit plantation, where they were shown the seedling native plums that had been secured from the Buchanan nursery. The visitors were delighted with the quality and vigor of these seedlings. A visit was also paid to the plots where the alfalfa improvement work is being carried on by Prof. Southworth.

At the afternoon session, Dr. Mellvin H. Gilmore, of Bismarck, N. D., gave a very interesting outline of the classification of the native wild fruits of the west, and the use that is made of them by the Indian tribes.

Mr. H. L. Patmore, the widely known nurseryman of Brandon, discussed briefly the distribution of the stock of tree fruits throughout the west.

Mr. J. M. McCall, horticulturist of the Agricultural School at Crookston, Minn., gave some interesting information regarding their experience in growing fruits at that point.

Mr. McCall was followed by Mr. Paris, gardener at the Lethbridge Experimental Farm, who gave an outline of the work being done with fruits at that point. At Lethbridge they are practicing irrigation in connection with their fruit growing trials, and are getting some surprising yields with small fruits.

Mr. W. H. Beaumont, who is associated with Dr. Dorsey at the University Farm, gave an interesting technical paper on plum culture.

After evening luncheon the sessions were resumed, when Mr. Max Pfaender, of Mandan, North Dakota, gave an illustrated talk on pruning trees for a cold climate. He

Continued on third page ahead

## Cost Accounting

"So, I said, 'when I buy trees of you, part of what I'm paying for is your ability to buy trees of Jake whose trees are dead right. I couldn't buy of Jake direct.'"

"That's the idea," answered the nurseryman. "Jake has no selling organization and I have. And it costs money. Costs more to handle and sell a tree than to grow it, you know. Or didn't you? Jake used to grow trees for me for seven cents for No. 1's. I'd sell those trees for round fifteen cents, wholesale, or at about thirty-five cents on a cash-with-order sale, or at about fifty cents if I had to deliver to your door. Three and a half times the cost of production is what we generally figure as the right price for retail, you know."

"What? Three hundred and fifty per cent!" I exclaimed.

"No, indeed!" answered the old nurseryman, as though he thought he might have been talking too much. "Nobody makes anything like that. Take off about a third for the agent's commissions, take off interest on the money we've got tied up in land and storage plants and equip. Take off the losses I have to stand when I don't sell my stock and it has to go to the brush pile. Take off for the trees that get condemned by the inspectors for root gall or aphid or something, and those that get blackheart during a bad winter. Take off what I have to pay for the French stocks and buds I furnish Jake, and allow me something for what I know and for what I do and for running a big office and for printing a couple of tons of catalogues. And don't forget to take off round ten per cent for bad credit customers and losses in shipment and making good mistakes, half of 'em due to the planters' own boneheadedness, leaving good stock round in the wind, and so forth. Why, there hasn't been a real profit in the nursery business since before 1912. We figure that it costs half the price just to do business and the other half has to cover costs of production and profits."

"And what are the costs of production?" I asked. "And how do they compare now with what they were in 1912?"

"Say," said the old nurseryman. "Say, you tell me. How in the world can I keep track of detailed costs when I have round fifty blocks of thirty different things all going at once but changing their location every few months, and the teams going first to one and then to another and then working on the farm crops that are on the land while it's getting a rest in between tree crops and . . . Costs of production! Why, we don't even know how to go to work to find out what they are. All I know about it is whether the bank balance goes up or down and what Jake charges me for what I buy."

"What's that right now?" I persisted.

"Well, I'm going to pay Jake twelve cents, this fall, but he don't know that yet. He'll think that's pretty good too. But the son-of-a-gun has been talking to the rest and he won't name me a price for next year. I don't know yet whether I can get him any French stocks either. It's a mix-up, just now."

"Going to finish telling me how to separate the strictly straight nurseries from the fly-by-nights?" I asked.

"Sure. Deal direct with an old established firm. Buy of me."

"How about Teeter? Twenty-two years in the business."

"Yah!" growled the nurseryman. "Old Teeter's been dead for eighteen years. They say he used to pick up all the cull stock he could find and ship anything you wanted as long as his labels held out."

"The firm's still in business," I objected. "Same name, same stand. How's it happen that it doesn't get covered up with lawsuits and trouble?"

"Shucks! They shade off the lowest prices in the market and advertise big in the cheap papers—the kind you get for five years for ten cents, and a sewing machine thrown in. Catch a new bunch of suckers every year. Write their own testimonials. They're the kind of 'nurserymen' that have got the rest of us in wrong. Everybody's suspicious of a nurseryman. It's a shame. Laws and regulations and inspections all the time and getting worse. Arkansas has

a law that allows fine and imprisonment for a mistake in labels, we hear. They go plumb crazy. There are just as many straight men in the nursery business as in any other."

"Sure, only how can you tell 'em apart?" I insisted. "There's Teeter and one would gather that he was an old-established firm, but he's not safe even if he is cheap; and there's the slick agent and he's not safe even if he is high-priced. What's the answer?"

"Oh, ask somebody that knows. Ask the old fruit growers round where you live. Deal close to home where you can get a line on things. Pass up the way-up-high-priced fellows and pass up the way-down lows. Go down to the packing sheds and pick out your own trees—if you know enough. Say, you don't happen to know anybody that wants a nice little block of pears, do you?"—Interview by P. S. Lovejoy, in Country Gentleman, with a seasoned Nurseryman in Ohio.

The Chicago Nurserymen's Club met at the office of Mr. William A. Peterson in Chicago, Monday, September 22nd, and had a decidedly pleasant afternoon discussing current matters of interest. Among those present were Mr. Nelson, of Swain Nelson and Sons, Chicago; Carl Cropp, Vaughan's Seed Store, Chicago; Henry Klehm, Klehm's Nurseries, Arlington Heights, Illinois, V. D. Hill of the D. Hill Nursery Co., Dundee, Illinois, Mr. Leesley of Leesley Nurseries, Chicago.

### IMPORTATIONS

**N**URSERYMEN desiring to import stock should send to the Federal Horticultural Board for its bulletin explaining provisions for the entry of plant novelties and propagating stock. By new varieties are meant new horticultural or floricultural creations or new discoveries. By necessary propagating stock is meant stock of old or standard varieties imported for the multiplication of the plants in question as a nursery or florist enterprise, as distinguished from importations for immediate or ultimate sale of the stocks actually imported, and such importations will be restricted to stocks which are not available in this country in adequate quantities.

An entertaining account of developments in the Nursery Trade during the last five years is published in the Country Gentleman for September 27th. While there is not in it much that is new, the Nurserymen who read it will feel thankful, we believe, that the American Association of Nurserymen bids fair to be on the road to needed thorough organization of trade forces.

The D. Hill Nursery Co., Dundee, Illinois, is adding more glass area to its propagating greenhouses. David Hill, president of the company, is expected home in October from an extended western trip.

William A. Peterson of Chicago, Illinois, in addition to being proprietor of the Peterson Nursery, with elaborate offices at 30 N. LaSalle St., is also director in several banks and industrial concerns, and is a recognized authority on peonies.

B. J. Loss, sales manager of Jewell Nursery Co., Lake City, Minn., on a recent visit to Chicago and other points, paid a visit to the D. Hill Nursery Co., Dundee, Illinois.

F. J. Littleford, of Downers Grove, Illinois, is making a tour of Nurseries in Northern Illinois and reports business good in his section.

"There is one quality, not horticultural, that a few of us still need, in which the colleges give excellent training; and that is, a right hearty readiness to co-operate, to pull together with a will in each worth while joint enterprise."—Robert Pyle, West Grove, Pa.

### Maryland News Notes

Fire of unknown origin broke out Saturday, September 6th, in one of the storehouses near the packing sheds, in J. G. Harrison & Sons' Nurseries, destroying the building and contents, which included a car or more of peach seed and a large quantity of lime, sulphur, and arsenate of lead used for spraying. The loss is estimated at \$8,000, with no insurance.

We have had a very rainy summer, great for everything growing including crab grass and weeds. All kinds of Nursery Stock have made a good growth, especially grapes, roses and everything grown from cuttings. What we need now is a good month of warm dry weather to ripen up the stock. A large crop of peaches and melons and the largest sweet potato crop on record.

Sales of stock, especially for lining out, are running unusually heavy for fall. We have over 800 varieties of dahlias in bloom now. Wish you all could see how they grow and bloom on the "Eastern Sho."

D. W. BABCOCK.

### Nut Growers To Meet

A joint annual convention of the National Nut Growers' Association and the Northern Nut Growers' Association will be held in Albany, Georgia, October 15-17. The slogan for the meeting is: "Your pecan problem will be discussed."

#### SYNOPSIS OF THE PROGRAM

Is the United States the only country for profitable pecan culture?

Possibilities of meat production in connection with nut culture.

Fertilizer for nut trees.

Relation of nuts to other foods after the world war.

Proper management of pecan groves, both large and small.

Opening Question Box and Round Table discussion.

Report on the varieties of the different pecans, giving latest developments in the different sections.

Report of committee on Grades and Standards.

Markets and Marketing, with report from the National Pecan Exchange.

Report of committee on State and Federal Aid.

Opening Question Box and Round Table discussion.

Status of the pecan industry in Texas.

Pecan insects.

Pecan diseases.

Northern vs. Southern nut culture.

Rosette.

Scab on nut trees.

Opening Question Box and Round Table discussion.

Future of cracked nuts.

Persian (English) walnuts for the South.

Nut industry of the United States from a practical standpoint.

Report of Committee on Statistics.

Report of standing committees and miscellaneous business.

Automobile ride through the most famous pecan groves in the world.

The foregoing subjects, with others to be added, will be discussed by the leading men in the nut industry, men who have gained their knowledge from practical study and experience. Among them are Reed, McMurran, Gill, Van Duzee, Patterson, Bechtel, Pabst, Forkert, Kyle, Easley, Kirkpatrick, Gossard, Miller, Simpson, Bassett, Hutt, Berckmans, Wight, White, Small, Curtis, Stuckey, Floror, Kellogg, Bullard, Evans, Turner, Jones, Jackson, Ellis, together with our brethren from the North and three United States senators.

Paul Anding, son of the only sister of Ludwig Heyn, who died July 13, 1919, announces that to him has been transferred the sole proprietorship of the business of Conrad Appel, forest and agricultural seed establishment, Darmstadt, Germany, founded in 1789. P. Kranter, L. Hinkel, A. Fuhlaender and Hans Walter are associated with him.

Almon Wheeler of the Ruehl-Wheeler Nursery Company, rose growers, San Jose, California, called on Rochester Nurserymen while on an Eastern trip late last month.

The Valdesian Nurseries, Bostic, N. C., report a fine business this season. An order from the Government for 22,000 plants was filled satisfactorily.

## Southwestern Association of Nurserymen In Convention

### PROGRAM

Call to Order by President, Invocation, Rev. Mr. Hodges, Denison, Texas.

Address of Welcome, J. R. Westbrook, Denison, Texas.

Response—J. M. Ramsey, Austin, Texas.

Roll Call, Minutes of Last Meeting and Report of Treasurer, L. J. Tackett, Austin, Texas.

President's Address, W. A. Wagner, Sherman, Texas.

Report from American Association, J. R. Mayhew, Waxahachie, Texas.

The Cost of Producing and Handling Trees, E. M. Henderson, Athens, Texas.

The Need for Wholesale Production of Evergreens in the Southwest, J. B. Baker, Fort Worth, Texas.

Landscape Gardening in Relation to the Nursery Business, Edward Teas, Houston, Texas.

Horticulture in the Public Schools, Jim Parker, Tecumseh, Oklahoma.

Laws and Appropriations for Regulating the Nursery and Orchard Business, J. R. Mayhew, Waxahachie, Texas.

The Arkansas Nursery Fraud Act, Geo. Parker, Fayetteville, Arkansas.

The Effect of Quarantine No. 37 Upon American Nursery Interest, E. P. Bernardin, Parsons, Kans.

Present Supply and Danger of Overproduction of Nursery Stock, C. C. Mayhew, Sherman, Texas.

What Protection Should the Producer of New Varieties Have for His Products?

General Discussion, led by A. H. Ballard, Piggott, Arkansas.

Rose Growing, A. C. Franklin, Rockdale, Texas.

Rebuilding the Orchards of East Texas, Louis J. Tackett, Austin, Texas.

A Look Into 1920—Jno. S. Kerr, Sherman, Texas.

Pecan Trees as a Salesman's Leader, R. H. Bushway, Beaumont, Texas.

The Nurseryman's Part in After-War Reconstruction, E. W. Kirkpatrick, McKinney, Texas.

Summer Planting and a Year Around Income, W. C. Griffing, Port Arthur, Texas.

Improvement in the Standard of Salesmanship, J. T. Foote, Durant, Oklahoma.

Labor Problems, Discussion led by J. A. Lopenan, Enid, Oklahoma.

Election of Officers. Selection of Place for Next Meeting. Report of Committees.

THE second annual meeting of the Southwestern Association of Nurserymen was held in Denison, Tex., Sept. 24-25, under the direction of President W. A. Wagner, Sherman, Tex., and Secretary L. J. Tackett, Austin, Tex. Following is the program:

Attendance was representative and interest was enthusiastic. The convention was well-housed in the Chamber of Commerce rooms.

President Wagner in his address noted the fact that like the rest of the world the Nursery Trade is passing through an epoch-making period. For some Nurserymen, he said, the judgment day has come, while others have enjoyed unusual prosperity. Some have ridden the crest and are safe, while others have spilled the beans. Mr. Wagner continued:

"All of us are richer in experience and I believe that the Nursery business in America is now on a safer, sounder basis than it was before the war. War conditions have forced us to think less of exploiting the country and selling a great number of trees without figuring the profits, and to think more about how to put real value into a tree and how to handle and market it correctly and economically. We have been burning our candle at both ends. At one end we burn it by selling too many trees to inexperienced orchardists, 90 per cent of whom fail and thus deter others from trying who might succeed; and besides, every orchard that is planted by an incompetent or careless man, becomes a breeding place for pests which further deters competent men from engaging in that kind of work. At the other end we burn it selling all these trees so cheap that there is no profit in the business.

"Another fault that we are growing out of

is the lack of system or thoroughness in our business. There are Nurserymen in the Southwest who have been growing unprofitable varieties of Nursery stock for years without knowing it until war conditions forced us to do some overhauling, and some of us are not through with that process yet. There are salesmen who have been operating in the Southwest for twenty-five years or more, without making a single clear dollar for any Nurseryman. A salesman will sell for one concern perhaps for two or three years, before they find out that he is losing them money, and when he is finally shifted he goes to another Nursery with the same result, and so he circulates around believing all the time that he is a first class salesman, because he takes orders for lots of trees and sometimes delivers a part of them. We are all watching for the crooked salesman and he does not hurt any one long at a time, but this honest, valueless salesman looks good for some time because of the big business he turns in. There have been contracts written by Nursery companies with salesmen for years that were losing them money every year without



JIM PARKER, Tecumseh, Okla.

President S. W. Nurserymen's Assn.

their finding it out, and some of that kind of contracts are still being written occasionally. The present conditions are causing Nurserymen to look deeper into things of this kind than they have ever done, and they are making discoveries.

"Taking my cue from experience and observation of the past two years, I wish to make the following recommendations.

"1st. That we do not lose our balance on account of the present high prices of fruit trees and kill the goose that laid the golden egg, by overproduction of which you will hear more when that subject is taken up for discussion.

"2nd. That we do not wait till a bad law is about to be passed and the minds of the legislators have already been poisoned by false propagandas, but that we take the initiative in every State and try in co-operation with the committee from the National Association, to have just and uniform laws passed, by appointing a committee of able men from our association to work with them.

"3rd. That we pass a resolution expressing the attitude of this Association toward appropriations in the various states for enforcing law regulating the Nursery and orchard business, and also as to appropriations for carrying on educational campaigns among farmers and Horticulturists with reference to combating orchard pests and diseases.

"4th. That the question of orchard pests is too serious a problem for Nurserymen to rely on any law or law enforcement, especially in view of some of the absurd laws

that have been proposed and some of them passed recently, and that we should have a bureau of education and information in our association, to which Nurserymen or salesmen could report the presence of any pest in any locality, and have started at once an educational campaign in that community in a way to interest the farmers and orchardists in stamping out the trouble themselves, without the application of a law that too often arouses resentment, and sometimes a just resentment. If we can do this we will enlist with us the real scientists and citizens who have the interest of the business at heart and those men who are going from state to state trying to promote propaganda and get laws passed to discredit the Nursery business, will find cold comfort and certain railroad companies that have been sending men out to meddle with business they know nothing about, may be induced to devote their time instead, to the improvement of their service.

"There may be other points making as many as fourteen altogether that are as important as the above but that is enough for me, and will leave the rest to you."

The question of taxation of nursery stock, compared with taxation of farmers' stocks, was discussed at some length. It developed that in some communities only the land was assessed, while in others the nursery stock got on the assessor's rolls. All agreed that it was right and proper that full taxation should be rendered, but a more equal basis for taxation of nursery stocks in some states and counties should be had. The taxation question caused considerable discussion from delegates attending from several states.

Uniform shipping laws, both interstate and intrastate, were discussed. It is claimed that shipping laws are causing considerable trouble to nurserymen and are a burden in many ways injuring the fruit industry all over the country.

J. R. Mayhew of Waxahachie, made a report on the meeting of the American Association, also on laws and appropriations for regulating the nursery and orchard business. The latter report brought forth a discussion lasting some time. Some believed that the states were appropriating too much money for extension work, or that the money being spent was wasted in a manner, while others said that more should be spent in the inspection laws.

Secretary Tackett read a list of wants coming from various sections where plants and fruit trees were needed. His list was taken down by those present who will get in touch with these people and try to supply them. One want list was from a St. Louis firm which said they needed 150,000 peach trees to be planted in East Texas. It developed that the peach orchards in East Texas were slowly dying out and it is the intention of those interested to rebuild the peach-growing industry in that section.

"The Need of Wholesale Production of Evergreens in the Southwest" was a question handled by J. B. Baker of Fort Worth. Mr. Baker said, among other things, that if some one in Texas would go into the evergreen business as it is done in Florida, he would doubtless make a fortune. This business is sadly neglected in Texas where only a few varieties are now handled, whereas, if the business was gone into properly, it would soon develop into a great industry.

These committees were appointed: Resolutions, Jim Parker, J. B. Baker, John S. Kerr; nominations, E. W. Kirkpatrick, W. C. Griffing, C. E. Stephens.

Officers were elected as follows: President, Jim Parker, Tecumseh, Okla.; vice-president, H. E. Cannon, Henderson, Tex.; secretary, J. C. Boyd, Port Arthur, Tex. The 1920 convention will be held in Dallas, Tex.

Among those present were:

B. L. Adams, Brenham; J. N. Akers, Ft. Worth; A. S. Allen, Pottsboro. E. P. Bernardin, Parsons, Kan.; J. B. Baker, Ft. Worth; W. J. Brown, Dallas; J. H. Bradshaw, Gainesville. H. E. Cannon, Henderson. Sam L. Dale, Daingerfield; J. L. Downing, Wichita Falls.

W. B. Farrar, St. Louis, Mo.; R. W. Fair, Arp; John L. Foster, Denton; J. T. Foote, Durant.

Continued on page 94

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"AMERICAN NURSERY TRADE BULLETIN."

IN TWO ISSUES—FIRST AND FIFTEENTH

### **BOXWOOD ARBORVITAE RETINOSPORA**

Young Stock for Lining Out

*Write for Prices for the coming season.*

Our transplanted Boxwood, bush form, are  
all sold for this season, but we still have lin-  
ing out grades.

**WILD BROS. NURSERY CO.**  
SARCOXIE, MO.

### **.. EVERGREENS ..**

Thuyas Biotas Junipers

Retinosporas

We grow the above from cuttings and can  
supply either the small plants suitable for  
bedding or transplanted plants ready to  
plant directly into nursery rows.

**M. L. CARR'S SONS,** Yellow Springs, Ohio

### **THE GROWING OF Small Evergreens**

**FOR LINING OUT  
One of Our Specialties**

### **F. & F. NURSERIES**

SPRINGFIELD, N. J.

236 Acres

Established 1862



### **Best Young Trees For Nurserymen FROM**

**Little Tree Farms, - at Framingham, Mass.**

We have millions of growing Evergreens  
and Deciduous trees,  
Complete in grades and sizes, to select from.

*Write for Wholesale Price List of*

Seedlings and Transplants of Firs, Junipers, Arbor-  
vitas, Pines, Spruces, Maples, Ash, Oaks, Lindens,  
Elms, etc.

 **AMERICAN FORESTRY CO.**   
16 Beacon Street, BOSTON, MASS.

ESTABLISHED 1866

### **Naperville Nurseries**

GROWERS OF

**Trees, Shrubs, Perennials, etc.**

Let us have your inquiries for  
Lining Out Stock

NAPERVILLE, ILLINOIS.

Bell Phone 93-W

### **To the fact**

that if the people of America are to  
have and enjoy choice trees, plants  
and bulbs, YOU and the rest of us  
will have to produce them? For as  
sure as you are alive "Quarantine 37"  
is a fact. We are strictly wholesale  
growers of Lining Out Stock for  
Nurserymen and Florists. We have  
good stocks. Get our trade list at  
once.

**ATLANTIC NURSERY CO.,** Berlin, Maryland, U.S.A.

WANTED: Tree Seeds of all kinds

## CURRENT EVENTS OF INTEREST TO THE NURSERY TRADE

The country is making steady progress and there is an immense business ahead. Optimism is justified for the long future.

"The Strawberry Shortcake Club" recently launched by the Gardner Nursery Co., Osage, Iowa, is referred to at some length in the Publisher's Desk column of the Rural New Yorker.

Those who study plant diseases put their O. K. on Japanese barberries. The tall growing, green and purple-leaved varieties are the ones that harbor wheat rust.

Adolph Muller, De Kalb Nurseries, Norristown, Pa., advertises as follows: "Home-grown Nursery Stock better than imported." and in the Florists' Exchange, too! He must mean it, for it costs him something to say it in type.

Advice to the planter: "Take care of the orchard or use it for fire-wood. Trees unsprayed and not pruned are a source of loss to their owners and to their neighbors." Good doctrine for Nurserymen to preach. A profitable orchard is the only kind that causes demand for more Nursery Stock.

While he brings word that the domestic market has a bright outlook, H. F. Davidson, local apple grower and operator of a New York export office, just back from a tour of European markets and a swing around the consuming centers of this country, says that the export situation is lacking in features that will produce any great optimism.—Oregon Exchange.

New building operations are breaking all records for United States construction. July outlays were the largest for any month, being more than double those for that last year. Expenditures during the quarter ended June 30 last exceeded those for the whole of 1918, while the total for the first seven months of this year was also a new high record for the interval. Monthly building expenditures, since the opening of 1919, have averaged \$10,000,000.

In the opinion of Editor Collingwood of the Rural New Yorker, the biggest thing yet in horticulture is the deliberate and scientific search for a "Jersey" peach which is being made by Prof. M. A. Blake and Charles H. Connors of the New Jersey Experiment Station, to succeed the Crawford which in recent years has been over-shadowed by the Elberta and Belle of Georgia. The results are yet to be announced.

In every issue of the *American Nurseryman* horticulture of America is referred to as "The Billion Dollar Industry." Corroborating this claim the American Fruit Grower makes this statement:

"One Billion Dollars were the returns of the 1918 Fruit Crop. This creates an enlarged field of prospective buyers who have a greater income than ever before. They are willing spenders and quick to appreciate new merchandise and values."

**Demand for Black Locust**—There is a rapidly growing interest in the matter of planting black locust in Idaho, according to F. G. Miller, Dean of the School of Forestry. The interest is especially strong in the irrigated sections of the southern part of the state, where this tree is especially adapted to windbreak and woodlot planting. The demand for black locust was unusually large last year, and the entire stock of the School of Forestry was snapped up within a few days after the spring announcements were made. Induced by the heavy demand, the School has this season grown a greatly increased supply in the hope of being able to fill all orders the coming spring. Owing to its rapid growth, and great durability in contact with the soil, black locust is a very valuable tree to grow for fence posts. It is also excellent wood for farm repairs.

The nurseryman's objective: The undeveloped market in a yet practically new nation.

Herbert Chase, recently returned from France, says that apple stocks are selling there at \$40 per M.

It is said that gas mask demands have brought about a current year shortage of native plum-pits desired by nurserymen for growing root stocks for budding and grafting.

For investigating the new grape industries and methods of utilizing grapes heretofore used for the production of alcoholic beverages, \$20,000 was appropriated in the current Agricultural appropriation bill by Congress.

When the Saddler Bros. nursery sold out it was considerable of a mystery as to who was the purchaser. But it later developed that the Corn Belt Nursery Co. were the actual purchasers of Saddler Bros. and Mr. Glen simply managed the business for them.

According to press dispatches, Attorney-General A. Mitchell Palmer has ruled that apple cider is not a vinous liquor and that the farmer who can afford to pay the tax when sold as wine or when bottled and sold as a soft drink, can proceed without any legal restrictions.

Entomologists of the United States department of agriculture report in Bulletin 766, the result of experiments with the parasite, known as *Compsilura concinnata*, a fly of European origin that may become of far reaching importance in the control of the gypsy moth, brown-tail moth and other serious pests of similar character.

**A Big Nursery Order.**—Parker Bros. Nursery company, Fayetteville, Ark., has just received an order from the Patterson Orchard company of St. Louis for 50,000 Elberta peach trees, which they will put on 500 acres of land recently bought near De Queen, on the Kansas City Southern railroad.

Nearly \$1,000,000 in life insurance is being taken out for its 1200 employees by the Peck, Stow and Wilcox Co.

The plan is to provide a policy of \$500 for every employee after he or she has been with the company for three months; \$600 after one year's employment; \$700 after two years; \$800 after three years; \$900 after four years; and \$1000 for every one who has been with the concern for five years or more. There may be slight modifications in the working out of this. With the long periods of service on the part of so many men and women in the organization, this means an average of between \$700 and \$800, totaling to something over \$840,000.

**Grape Industry Booming.**—"We are going to get \$100 a ton for our grapes this fall," declared a Penn Yan, N. Y., vineyardist last month. Why, they're offering us \$80 a ton already."

The vineyardist held that condition warranted the high prices for grapes this fall. He said that although the crop was heavy the war-time conditions and prohibition contributed to increasing demand for the fruit.

"We are contracting for grapes in the trays," continued the vineyardist, "which shows that they are in demand and will bring us a good profit this fall. Tons and tons of grapes will be pressed into juice this fall and winter, and a great deal of jelly will be made. Why, they're preparing a new factory in Penn Yan for the making of pure grape wine (unfermented, of course,) and if the thing proves to be a real success you'll never hear of the sale of lager beer and ale again in this country. Of course, I'm sorry to see the champagne industry go. Farmers who own good-sized vineyards back from Lake Keuka and Seneca lake and who when peevish plowed them up will regret it this fall. When they see Concords and Delaware and Catawbas bringing \$100 a ton flat, they'll be sorry."

Where to get your Young Stock—see page 87.

Illinois growers are planning to grow their own grapes in the future and not be dependent on the eastern growers as they have for many years past.

The kind of a General Manager for the A. A. N. that now seems to be provided was outlined on page 12 of the June issue of the *American Nurseryman*.

It is announced that P. Ouwkerk, Weehawen Heights, N. J., importer representing foreign concerns in this country, is going back to Europe to go into business there. Naturally he is strongly opposed to Quarantine 37.

One of the pioneers in the Nursery business in Tennessee is J. A. Shadow, president and general manager of the Joe Shadow Nursery Company, Winchester, Tenn. He has been in the business thirty-seven years.

The American Fruit Growers, Inc., has taken over the big commission house of Crutchfield, Woolfolk & Clare, with the widest frontage of any establishment on famous South Water Street, Chicago, Ill. That house handled 3,000 carloads of fruits and vegetables last year. Nursery Stock is what makes the South Water Street establishments necessary!

The nursery business at Bloomington and Normal promises to be the heaviest this fall that it has been in many years. The summer has been an excellent growing season although the latter part was extremely dry. Budding is practically completed with excellent stands in everything. Less fruit stocks are being grown in this section than for many years but planting this fall and next spring promises to be very heavy.

Prof. L. C. Corbett, of the Bureau of Plant Industry, whose encouragement to Nurserymen in the matter of propagating in this country plants heretofore imported has been presented through the *American Nurseryman* prepared an address which was presented to the Detroit convention of the florists, showing the opportunity for the florists in present day plant propagation. It was received with much interest.

The Executive Secretary of the American Association has asked us to say that he will be glad to have on file in the General Office of the Association, the catalogue and price-list of every member. As publicity and advertising are a vital part of Market Development, copies of all advertising matter sent out by members will be valuable additions, surplus and want-lists will be welcome and valuable information. The latter will be treated as confidential. Address: John Watson, Executive Secretary, American Association of Nurserymen, Princeton, New Jersey.

**L. J. Farmer's Exhibit at the State Fair.**—L. J. Farmer, the "Strawberry Man of Pulaski, N. Y." had a fine exhibit of plants at the State Fair, Sept. 8-13. Besides plenty of ripe fruit of the new "Neverfail" ever-bearing strawberry, he had the vines arranged attractively in a barrel. Holes were bored in a sugar barrel and the plants inserted so that they appeared as if they had grown right out from the barrel. This barrel with the fine foliaged plants growing from its top and sides loaded with blossoms, green and ripe fruit, attracted the greatest attention from visitors. Mr. Farmer had a general collection of small fruit plants arranged in boxes with roots in wet moss and in addition to this were beautiful specimens of the "Royal Purple" and "Plum Farmer" raspberries set in tubs with the tip ends arranged just as they appear in the field when put down for propagation. Mr. Farmer was the only nurseryman who exhibited at the State Fair.

"I believe the nurseryman of the future is going to be a highly educated professional man who will turn out products of the highest value, for which he should be paid correspondingly."—Dr. A. F. Woods, President Maryland State Horticultural Society.



# Hill's Choice Evergreens Etc.

FALL 1919—SPRING 1920

A GOOD ASSORTMENT OF VARIETIES IN YOUNG STOCK

Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same—"Give every customer complete satisfaction."

## EVERGREEN SEEDLINGS AND ROOTED CUTTINGS

Variety.	Size	Inch	100	1000
Abies Concolor	2-4	2.75	18.00	
Abies Douglassi	2-4	2.50	13.50	
"	4-6	3.25	17.50	
Buxus Sempervirens	2-4	6.00	50.00	
Buxus Suffruticosa	2-4	6.00	50.00	
Cedrus Atlantica, 1 yr.		10.00		
Ginkgo Biloba	6-12	5.00		
Juniperus Communis	4-6	4.00	25.00	
"	6-8	5.00	35.00	
Juniperus Canadensis	4-6	6.00	50.00	
"	6-8	8.00	65.00	
"	8-10	9.00	75.00	
Juniperus Sabina	2-4	7.00	60.00	
"	4-6	8.50	75.00	
Juniperus Virginiana	4-6	2.50	15.00	
"	6-8	3.25	18.00	
"	8-10	3.50	20.00	
Larix Europea	6-10	3.25	17.50	
"	10-12	3.50	20.00	
Pachysandra Terminalis	4-8	5.50	45.00	
Picea Alba	2-4	3.00	15.00	
"	4-6	3.50	20.00	
Picea Excelsa	2-4	2.00	9.00	
"	4-6	2.25	12.00	
"	6-8	3.00	15.00	
"	8-10	3.25	18.50	
Picea Pungens	2-4	3.50	20.00	
"	4-6	4.50	30.00	
Pinus Austriaca	2-4	2.50	15.00	
"	4-6	3.50	25.00	
Pinus Banksiana	3-6	2.00	10.00	
"	6-12	3.00	15.00	
Pinus Montana Uncinata	2-4	3.00	20.00	
"	4-6	4.00	25.00	
Pinus Ponderosa	2-5	2.25	13.00	
"	4-8	3.00	16.50	
Pinus Rigida	2-5	2.00	10.00	
"	6-10	3.00	15.00	
Pinus Strobus	2-4	2.00	9.00	
"	4-6	2.25	12.00	
"	6-10	3.00	16.00	
Pinus Sylvestris	6-10	3.00	15.00	
"	10-12	3.25	18.00	
Retinospora Plumosa	3-6	7.00	60.00	
Retinospora Plum. Aurea	3-6	7.50	65.00	
Thuya Orientalis	4-6	3.00	15.00	
"	6-10	3.50	20.00	
Thuya Occidentalis	4-6	3.00	15.00	
Thuya Compacta	2-5	7.50	65.00	
Thuya Douglasii Aurea	2-5	9.00	80.00	
Thuya Elegantisissima	2-5	9.00	85.00	
Thuya Ellwangeriana	2-5	8.50	75.00	
Thuya Hoveyi	2-5	8.50	75.00	
Thuya Pyramidalis	2-5	6.00	50.00	
Thuya Vervaeckiana	2-5	6.00	50.00	
Thuya Woodwardii	2-5	9.00	80.00	

## YOUNG DECIDUOUS TREES AND SHRUBS

Variety.	Size	Inch	100	1000
Acer Saccharum	6-12	2.00	10.00	
Acer Spicatum	4-6	2.50	15.00	
"	6-12	3.25	18.00	
Aesculus Hippocastanum	6-12	4.50	35.00	
Amorpha Frutescens	12-18	4.50	30.00	
Ampelopsis Veitchii	6-10	6.00	50.00	
Berberis Thunbergii	6-12	2.50	15.00	
"	12-18	3.50	20.00	
Betula Alba	18-24	4.50	30.00	
"	24-36	5.50	40.00	
Betula Lutea	12-18	4.50	30.00	
Betula Papyrifera	18-24	4.50	30.00	
"	24-36	5.00	35.00	
Cornus Amomum	6-12	3.00	15.00	
"	12-18	3.50	20.00	
"	18-24	4.50	30.00	
Cornus Florida	6-12	5.00	40.00	
" Paniculata	12-18	4.00	25.00	
"	18-24	4.50	30.00	
Cornus Sanguinea	6-12	4.00		
"	12-18	5.00		
Cornus Siberica	6-12	3.00		
"	12-18	3.50	20.00	
Cornus Stolonifera Lutea	6-12	4.50		
Corylus Avellana	3-4	4.00		
Crataegus Arnoldiana	6-12	6.00	50.00	
Crataegus Arkansana	6-12	5.50		
Crataegus Bissellii	2-4	4.50		
Crataegus Carrieri	12-18	15.00		

## YOUNG DECIDUOUS TREES AND SHRUBS—Continued

Variety.	Size	Inch	100	1000
Crataegus Mollis	6-12	5.00	40.00	
Crataegus Prunifolia	6-12	5.00		
Crataegus Punctata	6-12	5.50	45.00	
Crataegus Succulenta	6-12	5.00		
Deutzia Crenata Rosea	2-15	5.00		
Deutzia Pride Rochester	6-12	5.00		
Deutzia Lemolne	6-12	5.00		
Evonymus Autropurpurea	6-12	4.50		
Evonymus Europaeus	6-12	5.00		
Forsythia Fortunei	6-12	4.50		
"	12-18	5.50		
Forsythia Intermedia	6-12	5.00		
Fraxinus Americana	12-18	2.25	12.00	
"	18-24	2.50	15.00	
Hydrangea P. G.	6-12	5.00		
Juglans Nigra	12-18	3.50	25.00	
Ligustrum Amurensis	6-12	2.75	18.00	
Ligustrum Polshi	6-12	2.75	18.00	
Ligustrum Regelianum	6-12	3.00	20.00	
Liriodendron Tulipifera	18-24	3.00	20.00	
Lonicera Morrowi	6-15	3.50		
Mahonia Aquifolium	4-8	5.00	40.00	
Malus Coronarius	4-8	4.00	30.00	
Philadelphus Boet Bie.	6-12	4.50		
Philadelphus Coronarius	6-12	4.50		
"	12-18	4.50	35.00	
Philadelphus Cor. Grand.	12-18	3.50	25.00	
"	12-18	4.00	30.00	
Philadelphus Erectus	6-12	4.50		
Philadelphus Mont Bl'c	6-12	5.00		
Populus Trichocarpa	18-24	3.00		
Prunus Cerasus Serotina	18-24	3.50	25.00	
Prunus Damask	12-18	5.00	40.00	
Prunus Gracilis	12-18	5.00		
Prunus Padus	18-24	5.00		
Prunus Persica	12-18	6.00		
Prunus Serrulata	18-24	10.00		
Quercus Alba	3-6	3.25	22.50	
Quercus Coccinea	3-6	3.50	25.00	
Quercus Macrocarpa	3-6	3.00	20.00	
Quercus Rubra	6-12	3.50	25.00	
Robinia Pseudacacia	6-12	1.50	10.00	
"	12-18	2.50	15.00	
Rhamnus Cathartica	6-12	3.00	20.00	
"	12-18	3.50	25.00	
Rosa Multiflora	6-12	3.50	25.00	
"	12-18	4.00	30.00	
"	18-24	4.50	35.00	
Salix Babylonica	18-24	4.50		
Salix Diamond	18-24	4.50		
Salix Dolorosa	18-24	4.50		
Salix Elegantisissima	18-24	4.50		
Salix Regalis	18-24	4.50		
Salix Ural	18-24	4.50		
Salix Vitellina	18-24	4.50		
Sambucus Can. s. Aurea	12-18	4.00	30.00	
Sambucus Nigra Lac'ta	12-18	3.75	27.50	
Sambucus Pubens	12-18	5.00		
Sorbus Americana	12-18	4.00	30.00	
"	18-24	5.00		
Spiraea Anthony Waterer	4-8	4.00	30.00	
"	6-12	5.00		
Spiraea Froebellii	6-12	4.50	35.00	
Spiraea Opulifolia	6-12	4.00	30.00	
"	12-18	5.00		
Spiraea Opulifolia Aurea	6-12	5.00		
"	12-18	6.00		
Spiraea Van Houttei	10-12	3.25	22.50	
"	12-18	3.75	27.50	
Symphoricarpos Racem.	6-12	3.50	25.00	
Symphoricarpos Rubra	12-18	3.50	25.00	
"	18-24	4.00	25.00	
Syringa Persica	4-8	5.00	40.00	
"	6-12	6.00	50.00	
Syringa Persica Alba	6-12	6.00		
Syringa Vulgaris	6-12	3.00	20.00	
"	12-18	3.50	25.00	
Syringa Chas. X.	12-18	17.50		
Syringa Marie LeGray	12-18	20.00		
Syringa Pres. Grevy	12-18	20.00		
Syringa Souvenir Spathi	12-18	20.00		
Tilia Americana	6-12	4.00	30.00	
"	12-18	5.00	40.00	
Tilia Platyphyllos	12-18	6.00	50.00	
"	18-24	7.00	60.00	
Ulmus Americana	12-18	2.25	12.00	
"	18-24	2.50	15.00	
"	24-36	3.00	20.00	
Viburnum Dentatum	6-12	6.00	50.00	
Viburnum Lentago	12-18	7.00	60.00	
Viburnum Molle	12-18	6.00	50.00	
Viburnum Opulus	2-4	4.00	30.00	
"	6-12	4.50	35.00	

## ONCE TRANSPLANTED EVERGREENS

Variety.	Size	Inch	100	1000
Abies Tsuga Canadensis	4-6	6.00	\$50.00	
"	6-8	8.50	75.00	
Juniperus Alba Varieg'a	6-8	15.00		
Juniperus Com. Hibern'a	8-10	10.00	90.00	
Juniperus Com. Suecica	6-8	12.00		
Juniperus Procumbens	4-6	15.00		
Picea Alba	6-8	6.00	50.00	
"	8-10	7.00	60.00	
Picea Alcockiana	4-6	8.00	50.00	
Picea Engelmanni	6-8	7.00	60.00	
Picea Excelsa	6-8	4.50	35.00	
"	8-10	5.50	45.00	
Pinus Flexilis	6-8	7.00	60.00	
Pinus Monticola	4-6	7.50		
Pinus Mugho	4-6	7.50	65.00	
Pinus Ponderosa	6-8	6.00	50.00	
Pinus Strobus	8-10	5.00	45.00	
Pinus Sylvestris	8-10	5.00	50.00	
Retinospora Filifera	6-8	12.00		
Retinospora Fil. Aurea	6-8	15.00		
Retinospora Plisifera	6-8	12.00		
"	8-10	15.00		
Retinospora Plisif. Aurea	6-8	15.00		
Retinospora Plumosa	6-8	12.00		
Retinospora Plum. Aurea	6-8	15.00		
"	8-10	20.00		
Retinospora Squarrosa	6-8	20.00		
Taxus Baccata	12-18	7.50	60.00	
Taxus Canadensis	6-12	7.50	60.00	
"	12-18	9.00	75.00	
Thuya Biota Aurea Con.	6-8	15.00		
Thuya Biota Aurea Nana	6-8	17.50		
Thuya Biota Aurea Pyr.	6-8	16.50		
Thuya Occidentalis	6-8	4.00	35.00	
"	8-10	5.00	45.00	
Thuya Ellwangeriana	6-8	12.00		
Thuya Occidentalis Glob.	6-8	13.50		
Thuya Occidentalis Hov.	6-8	13.50		
Thuya Occidentalis Lutea	6-8	12.50		
Thuya Pyramidalis	6-8	10.00	90.00	
Thuya Occid. Riversii	6-8	12.50		
Thuya Wareana Sib.	6-8	13.00		
Tsuga Canadensis	4-6	6.00	50.00	

## TWICE TRANSPLANTED EVERGREENS

(Partial List)

Variety.	Size	Inch	10	100
Abies Balsamea	10-12	2.00	\$14.00	
"	12-18	2.25	18.00	
Abies Concolor	10-12	2.25	18.00	
"	12-18	2.75	22.50	
Abies Douglassi	10-12	2.00	15.00	
"	12-18	2.50	20.00	
"	18-24	3.00	25.00	
Juniperus Excel. Stricta.	6-8	8.50	75.00	
"	8-10	10.50	95.00	
Juniperus Communis	10-12	2.50	20.00	
"	12-18	3.00	25.00	
Juniperus Com. Hiber.	8-10	2.00	15.00	
Juniperus Virginiana.	10-12	2.25	18.00	
"	12-18	2.50	20.00	
"	18-24	3.50	30.00	
Picea Alba	12-18	2.50	20.00	
"	18-24	3.00	25.00	
Picea Canadensis	10-12	2.50	20.00	
"	12-18	3.25	27.00	
"	18-24	4.00	35.00	
Picea Engelmanni	10-12	2.75	22.50	
"	12-18	3.50	30.00	
Picea Excelsa	12-18	1.75	12.00	
"	18-24	2.25	18.00	
Picea Pungens	10-12	3.00	25.00	
"	12-18	4.50	40.00	
Pinus Austriaca	10-12	2.50	15.00	
"	12-18	3.00	20.00	
"	18-24	3.75	27.50	
Pinus Banksiana	10-12	2.25	18.00	
"	12-18	2.75	22.50	
Pinus Flexilis	10-12	2.50	15.00	
"	12-18	3.00	20.00	
Pinus Mugho	10-12	3.25	22.50	
"	12-18	3.75	27.50	
Pinus Ponderosa	10-12	2.00	12.00	
"	12-18	2.50	15.00	
Pinus Resinosa	12-18	2.75	17.50	
"	18-24	3.75	22.50	
Pinus Strobus	12-18	2.25	13.00	
"	18-24	2.75	18.50	
Pinus Sylvestris	12-18	2.25	15.00	
"	18-24	3.00	20.00	
Thuya Biota Orientalis.	10-12	2.50	20.00	
"	12-18	3.00	25.00	
Thuya Occidentalis	12-18	1.75	12.00	
" Compacta	12-18	5.00	40.00	
Thuya Douglassi Aurea.	12-18	5.00	40.00	
" Pyramid's	12-18	6.50	60.00	
Thuya Ellwangeriana	10-12	4.50	35.00	

# AMERICAN NURSERYMAN



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Monthly By

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RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

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ROCHESTER, N. Y. OCT., 1919

**American Association of Nurserymen**—President, J. Edward Moon, Morrisville, Pa.; vice-president, Lloyd C. Stark, Louisiana, Mo.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: J. Edward Moon, chairman; Lloyd C. Stark, Louisiana, Mo.; C. R. Burr, Manchester, Conn.; E. W. Chaffin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd., Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

**Western Association of Nurserymen**—President, Earl D. Needham, Des Moines, Ia.; vice-president, E. P. Bernardin, Parsons, Kan.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Meets 4th Wednesday in January in Kansas City, Mo.

**Pacific Coast Association of Nurserymen**—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

**New England Nurserymen's Association**—Pres., C. R. Burr, Manchester, Conn.; vice-pres., Chas. Adams, Springfield, Mass.; secy., R. M. Wyman, Framingham, Mass.; treas., V. A. Vanicek, Newport, R. I.

**Northern Nurserymen's Association**—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

**Southern Nurserymen's Association**—Pres., S. C. Crowell, Roseacres, Miss.; vice-pres., Paul C. Lindley, Pomona, N. C.; secy-treas., O. Joe Howard, Pomona, N. C. Executive committee: Charles T. Smith, Concord, Ga.; C. A. Simpson, Monticello, Fla., and the officers; 1920 meeting in Charleston, S. C., Aug. 18-19.

**Western Canada Nurserymen's Association**—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

## AN EXECUTIVE SECRETARY

An official announcement in this issue from the office of the president of the American Association of Nurserymen conveys the important information that John Watson, known throughout the trade, has been appointed Executive Secretary of the American Association of Nurserymen with headquarters at 400 Nassau street, Princeton, New Jersey.

Close readers of the *American Nurseryman* will realize at once how exactly the provision for such an office fits in with the urgent suggestions by this journal repeatedly expressed. For a long time we felt lone-some in our contention, but the clouds disappeared and the sunlight burst forth when former President Mayhew literally forced the matter upon the attention of the national organization and succeeded in providing the A. A. N. with its first full-time, full-paid secretary. Even then the time apparently was not ripe for full fruition of the idea, but in the course of progress now the promise is brightest. The A. A. N. at last is on the straight road to a business administration—a general executive office with a live wire in charge, on full time, an active working head the same as any business organization must have, with undivided attention, working regularly and constantly on American Association affairs while individuals work on their separate business; in other words the Association placed upon the basis of a Main Show instead of a side line of already over-worked capable unpaid officials.

Here is a working basis for the orderly, effective handling of matters of legislation, transportation, publicity, cost accounting, credit and collection and other trade organization features. Here is something the membership can enthuse over and dig down for funds for with confidence—something those in the trade outside of the organization are going to covet.

## THREE BIG FACTORS

"American business will either profit by its war experience and hold fast to its present friendly relations with the Executive and Legislative branches of our Government or by neglecting its present opportunity help to usher in a new period of misunderstanding and suspicion between business and Government, more disastrous in its effect than that which existed before the war."—Harry A. Wheeler, former President of the Chamber of Commerce of the United States.

It has been wisely declared that business is the greatest single factor in our national life. Its function is to contribute to national prosperity by its genius for organizing, production and distribution.

To the extent to which Nurserymen realize this truth and apply it in the operation of their vocation will they qualify for the classification of business men.

Organizing, production, distribution. The machinery for promoting the quality of organizing is ready at hand in the form of the American Association of Nurserymen which ought to be made so effective that not only will practically every Nurseryman in the country feel that membership therein is essential, but that membership will actually be sought. Production has been uppermost in the mind of the grower of Nursery Stock. What he needs to do now in addition to what he has long been doing is to produce that which he has imported. And he needs to know to a fine point what production costs him, in order intelligently to fix prices for his produce. Distribution, long neglected on effective lines, is now engag-

ing the attention of Nurserymen in a thoroughly business way—through the Nurserymen's National Service Bureau, discussions regarding which have recently placed before the Nurserymen of the national organization at least more facts and opportunities in distribution than have been placed before them in all the forty years of organized trade activities or inactivities.

## IT HAS COME AT LAST

The leading editorial in the *Country Gentleman* for September 6th discussed the big job which is before the Nurserymen.

Instantly there came to our desk copies of this editorial and excited expressions on the part of Nurserymen who seemed to be just waking up.

Yet the substance of that editorial has been the burden of the song of the *American Nurseryman* for years!

Why is it that when the chief exponent of the American Nursery Trade sounds a note of warning it is, to great extent, passed by as of little moment, yet when a publication going to the planter of Nursery Stock speaks out, Nurserymen immediately sit up and take very definite notice?

Well, it is the old story, of course. All smug and contented and self-confident, relying upon "what has been" to remain indefinitely "what will be," any concern on the part of within-the-trade factors is regarded with little interest. What all seem to be waiting for is for real danger to show up. There is little regard for any "safety first" measures.

Time and again the *American Nurseryman* has urged action on the part of the national organization of Nurserymen while there was yet time to take the initiative. It is too late now to merit the clear, unadulterated credit of action on the matter of a broad trade policy. The action has been outlined for the Nurserymen—the schedule mapped out—by an agency outside the trade. And we are up against the fact that now action will probably be taken by the organized Nurserymen—at the suggestion of a periodical printed in the interest of the planter of Nursery Stock!

Read the *Country Gentleman's* comment and reflect.

## THE LIMIT!

One does not have to look far for the cause of the free-and-easy attitude of the American people towards its laws. Here's one of the latest reasons—taken from a recent issue of *Printers' Ink*, page 80 of the August 7th issue:

Instructions sent to salesmen by various companies in their desire to comply with the letter of the federal law, which forbids entertainment of a customer by a representative of a commercial organization have placed these salesmen in a quandary.

Certain salesmen are endeavoring to ascertain if the law is violated when in a conversation with an old friend who happens to be a customer a cigar is offered.

One of the letters recently by a company to its salesman, summarized, reads:

"Under the recent anti-graft law which has been passed by Congress, a salesman and the house which he represents are not allowed to give anything to any of their customers, not even a cigar, without being paid for, and a conviction has just been obtained in a case where a cigar was given.

"Please refrain from doing anything of this nature, as it will make us liable. Of course, such expenditures cannot be accepted on the expense sheet."

Small fruits of all kinds brought higher prices this year than ever before. Still thousands of New York farms do not have enough of these fruits for their own use.

### PREVENT SOME LEGISLATION COURT OTHER KINDS

A correspondent—well known-known Nursery company—says of the Country Gentleman comment as reproduced in this issue:

The writer is correct in the first paragraphs, but the last paragraphs we believe should be resented by the American Association of Nurserymen. Why is it that so many journals of this kind want to knock the nursery business? If he had wound up his editorial by saying that there was plenty of good reliable nurseries and there was no more excuse of a man getting stung in buying a pair of shoes or a suit of clothes, or deceived by taking the advice of a cheap journal telling him how to run his business or by a lot of theoretical impractical farm advisors going about the country telling the farmer how to make money when if he was put down under the same conditions he would starve to death.

Now if these fellows would only change their preachment to constructive advice and say to the farmer, investigate and buy from an established nursery, then there would be little necessity of legislation and regulation. Nobody would want it. Ninety-nine per cent of all the established nurseries are doing the best they can for their customers, everything they can to hold the trade and to give them the best service possible.

The nursery business is on a high plane. The American Association of Nurserymen, the best horticultural organization in the world, is doing more for horticulture and its advancement than all the agricultural journals and experiment stations combined. There is no up to date established nursery that is not an experiment station, and spending thousands of dollars for the advancement of horticulture.

There is no excuse whatever for a farmer to get stung, for it seems to be the sole purpose and business of all the experiment stations and cheap farm journals, farm demonstrators to prevent him from being imposed on by the nurseries; and too, there is an endless amount of legislation and regulation to keep him out of this danger???

Our correspondent is to be commended highly for his loyal expression in behalf of the American Association of Nurserymen; and he is right, of course, in meaning to say that the majority of Nursery concerns are doing the best they can for their customers.

It is the middleman for the most part, not the grower, who needs watching and who causes restrictive legislation. He travels under the appellation, "Nurseryman."

The strong point in the Country Gentleman's comment, however, is the statement that by inaction on the part of the organized Nurserymen corrective measures in the way of legislation are proposed from time to time, tending to keep the Nurserymen in hot water. Our argument (same as that of the Country Gentleman) is that Nurserymen themselves should do the house-cleaning that is needed in every trade and thus PREVENT legislation which irritates and hampers free action. As Secretary John Watson has forcefully said:

"I cannot remember when the Nurserymen were not opposing legislation. Let us seek sometimes to court legislation of the constructive kind."

### CAVEAT EMPTOR

Shall we, in this age of the world, continue to proceed upon the policy that since there are plenty of honest-purpose Nursery concerns nothing should be done to guard the planter against the wiles of the unscrupulous operator, by a national organization which proposes to spend \$50,000 per year for five years to educate the public in the use of Nursery Stock?

Announcement of the stated committees of the A. A. N., by President Moon in this issue is of special interest to the membership. The working organization is now practically complete. Here's for a busy and productive winter season!

### SECRETARY WATSON

The new executive secretary of the A. A. N. needs no introduction to the trade. It has been said that Mr. Watson enjoys a wider acquaintance with the American Nursery Trade than does any other Nurseryman. He has long been actively in the Nursery business, East and West, North and South. During the last decade his activities increased until they may be said to have culminated in his leading part in the establishment of the Nurserymen's National Service Bureau—the Market Development feature which has been taken over by the A. A. N., and which will form one of the most important branches of his Association administrative work. In the opinion of many in the trade this is the main feature for present Association activity and the organization is peculiarly fortunate in having the principal promoter of the idea for the executive officer.

Mr. Watson has declared again and again that there is nothing the Nurserymen cannot do for themselves. He can furnish the



JOHN WATSON, Executive Secretary  
American Association of Nurserymen  
Princeton, New Jersey

machinery. The results rest with the A. A. N. membership. It depends upon what the members want to do and whether they will see their program through.

What does the membership say?

### AN OPPORTUNITY

**M**EMBERS of the American Association of Nurserymen are now given a CHANCE TO PROGRESS ON BUSINESS LINES. That is exactly what the engagement of John Watson as Executive Secretary means. It is by no means certain that the National Organization can retain the services of so thoroughly equipped a man as has just accepted the position of Business Manager of a corporation of Four Hundred operators in a field where the annual turn-over represents millions of dollars. The way to keep him is to work with him. Management implies co-workers. Mr. Watson realizes fully the responsibility of the position he occupies. Only with the hearty cooperation of members of the A. A. N. will he long undertake to aid in producing results. Are you ready to travel—and push ahead with him?

IT IS AN OPPORTUNITY

### "SUFFICIENT UNTO THE DAY"

#### An Agricultural Drama

By B. A. Reynolds, Sacramento

#### DRAMATIS PERSONAE

Pandora ..... Europe  
Uncle Sam ..... United States  
Good Fairy.... Federal Horticultural Board  
Greeks bearing strange gifts—Dutch rose growers  
Flemings, Walloons and Gauls  
American mercenaries disguised as dissenters  
(All kinds of beetles, bugs, flies, worms, bacteria and germs).

#### ACT I.

#### PANDORA'S BOX

Time: 1750-1918

Place: Any port or coastline of the United States.

#### (SYNOPSIS)

Pandora releases gipsy moth, Hessian fly, browntail moth, cotton boll weevil, pink bollworm, Japanese beetle, citrus canker, potato wart, sweet potato weevil, corn borer, scale insects, ad infin., disguised as bulbs, bushes, seeds and nursery stock from Europe.

For nearly 200 years Uncle Sam, in the role of Hercules, endeavors "to clean the Aegean stables" (The United States) in addition to 57 other labors, not touched upon in the Grecian fable.

#### ACT II

#### THE HANDWRITING ON THE WALL

Time: June 1, 1918

Place: Washington, D. C.

#### (SYNOPSIS)

Uncle Sam, now as "the young man, Daniel", deciphers the cryptic writing, "Mene, Mene, Tekel Upharsin", and prophesies for the future! To Europe he translates, as to Belshazzar of old, "Thou art weighed in the balance and found wanting. Divide your nursery stock between the Medes and the Persians!"

#### ACT III

#### PRO PATRIA REDEMPTUM

Time: 1919—on

Place: Any state in the Union

#### (SYNOPSIS)

We now see unprecedented activity in the United States; the Federal Government, co-operating with the State Governments, the American nurserymen growing their own rootstocks, American seedsmen growing American seeds, employing skilled American labor at skilled American wages.

#### (Finale)

The Good Fairy pronounces the benediction, raising her wand inscribed "Federal Quarantine 37"—

"Co-operate: Co-ordinate: Succeed"

[Curtain]

### A BUSINESS ADMINISTRATION

This has been a great year for the American Association of Nurserymen. President Mayhew's practical outline, much of which he succeeded in putting into effect, clearly paved the way for the prompt and energetic manner in which President Moon has been bringing things to pass in the short interval since the Chicago convention. It is evident that this is to be a business administration—and of course the American Nurseryman is in its element.

Among the very practical matters to which President Moon is giving his personal attention is that of nursery stock crop reports under Federal supervision, his trip to Washington having produced most favorable results already. See his announcement.

## The National Association

THE members of the American Association of Nurserymen have been attracted by the following notice sent out on September 15th:

Morrisville, Pa., Sept. 15, 1919.

To the Members of the American Association of Nurserymen:

This letter is to announce that John Watson, a former president of the Association, and a man known personally to most of you, has been persuaded to accept the position of Executive Secretary, and has already taken over the conduct of the business of the Association.

Mr. Rockwell retired from the management of the Market Development movement Sept. 1st, and the office maintained by him in New York is discontinued. Mr. Watson, who from the first has been a promoter of this movement and who in consequence is familiar with it, has assumed its management.

Curtis Nye Smith severed connection with the Association July 1st. A Credit and Collection service, similar to that maintained by him will, through an arrangement with the United States Fidelity and Guaranty Company, be available to members from Mr. Watson's office. Legislative matters will be passed upon by a representative and active committee, which Mr. Watson will assist whenever possible. His proximity to Washington will be an advantage in this.

Mr. Sizemore now becomes Assistant Secretary and Traffic Manager, though for the present duties will remain substantially as before.

New ways for your Association to be of service will open under Mr. Watson's management, and the membership will be kept informed.

Your officers feel fortunate in having secured Mr. Watson and are confident the appointment will be popular with members generally, as Mr. Watson is recognized as a leader among us with progressive, profitable ideas for the advancement of the nursery industry.

Address, John Watson, Executive Secretary, American Association of Nurserymen, 490 Nassau St., Princeton, N. J.

We want the membership to back Mr. Watson up actively—to use his office freely, and, if you like, confidentially, for in accepting this position all interests heretofore held by him in any nursery enterprise have been relinquished.

Very respectfully,

J. EDWARD MOON,  
President.

Many among the membership knew that Mr. Watson had been asked to accept this important office, and had written urging his acceptance. This persuasion on the part of the membership, together with President Moon's frequent interviews with Mr. Watson, has resulted finally in his acceptance of the position.

Mr. Watson's duties have not been defined. It is felt that this work is new, and the avenues of usefulness along which such a Secretary can work are not yet clearly determined. These will evolve as Mr. Watson becomes established in his new position.

He at once becomes manager of the new Credit and Collection Bureau, instead of Assistant Secretary Sizemore, as was stated in publications a month ago. Announcement concerning the Credit and Collection Bureau will go out from Mr. Watson's office soon.

The Market Development movement has, from its inception, been endorsed and encouraged by Mr. Watson. It was in need of a business man to manage and direct it, who could, as occasion required, employ for the writing of articles or advertisements, talent developed along those lines. The movement's greatest need now is its establishment on a business basis, so that when next year membership dues are paid to the National Association on a basis of one-quarter of one per cent of the gross annual business of the members, we shall have established and ready a business organization that is capable of giving members the greatest return possible on the money thus invested in membership dues. The funds available for Market Development this year

are limited, so that it is impossible to look for marked results immediately; but the foundation should be laid for a greater work that is expected when our new basis of dues comes into effect.

There are members in the Association who look to the Executive Secretary to gather statistics relating to the nursery industry, and to conduct other business not now undertaken. The Executive Committee, and Mr. Watson are undetermined as to how much of this can be undertaken at present, but they are giving consideration to these problems, and hope the organization can be made of much greater usefulness to the membership generally.

Because of Mr. Watson's wide popularity, the President feels that there are persons who will expect from him immediately results which it is impossible for the Association to get at present. I want to bespeak for Mr. Watson, therefore, your indulgence while he is getting established and making a survey of the possibilities of further service of this Association. Members must realize that with their help anything is possible—without their help the Executive Secretary can do nothing except mere routine.

Mr. Watson, of course, intends to keep in close touch with the membership, and while committees have been appointed, the Administration and the Executive Secretary feel that every member of the Association is a committeeman upon whom they can call at any time for advice or assistance, so Mr. Watson will constantly desire the help of different members in the work that is being undertaken.

Already the members have suggested that Assistant Secretary Sizemore should be associated with Mr. Watson in the same office, that our work can be more efficiently and economically performed. The Administration is aware of this, but asks the Association's indulgence longer while the organization is being perfected. It seems of vital importance that the Executive Secretary shall be near the Department of Agriculture at Washington, and the Federal Congress there, that our relationships in Washington may be more carefully watched and become more intimate and friendly, with the advantages that accrue from a co-operation thus made possible.

### CROP REPORTS

At the Convention in Chicago, the Executive Committee was instructed to see if the Federal Government could be induced to collect for the nursery industry annual reports of the stock in our nurseries. Pursuant to this direction given the Executive Committee, Mr. Moon recently spent a day in Washington with Agricultural Department authorities discussing this subject. The advantage of such annual reports showing the quantity of each variety of stock in the country, its size and the amount held in each State, are apparent to the nurserymen, for such reports will be invaluable guides to control our propagation, and to help in the distribution of the product, so that surpluses in one locality can be absorbed where shortages exist in another.

In Washington the advantages of such a report were laid before the Federal Horticultural Board, with the statement that from authentic information thus gathered they could issue permits for importations based upon a knowledge of the amount of such stock already in the country, or on the absence of it. Then, too, the advantages that crop reports afford in pest control eliminate the necessity for promiscuous quarantine.

Mr. Estabrook, chief of the Bureau of Crop Reports, was interviewed. Dr. Marlatt was out of the city, but his assistant was seen. Mr. Kellerman and Mr. Sudworth, of the Federal Board, were interviewed, and favored such statistics. The result of Mr. Moon's day's work is that Secretary Houston now has before him a recommendation from the Bureau of Crop Reports, endorsed informally by members of the F. H. B., that an appropriation of \$50,000 be asked annually for the procurement of such Crop Reports. As soon as necessary the officers of the Nurseryman's Association will go before Secretary Houston or the Agricultural Committee of the

House, to further advocate the necessity for and the procurement of the appropriation.

### COMMITTEE APPOINTMENTS

The following announcement is made of the Committees of the American Association of Nurserymen:

**Executive Committee**—J. Edward Moon, Chairman, Morrisville, Pa.; Lloyd C. Stark, vice-president, Louisiana, Mo.; E. S. Welch, Shenandoah, Iowa; J. B. Pilkington, Portland, Oregon; T. B. West, Perry, Ohio; E. W. Chatin, Winchester, Tenn.; C. C. Mayhew, Sherman, Texas; C. R. Burr, Manchester, Conn.

**Finance Committee**—E. S. Welch, Shenandoah, Iowa; J. Edward Moon, Morrisville, Pa.

**Legislative & Tariff Committee**—Charles H. Perkins, 2nd, Chairman, Newark, N. Y.; William Pitkin, Rochester, N. Y.; James M. Pitkin, Newark, N. Y.; John H. Dayton, Painesville, Ohio; J. R. Mayhew, Waxahatchie, Texas; C. R. Burr, Manchester, Conn.; David C. Stranger, West Newberry, Mass.; Col. George W. Pogue, Graysville, Tenn.; George C. Roeding, Fresno, Cal.; J. T. Foote, Durant, Okla.; S. A. Miller, Milton, Ore.; William Flemer, Sr., Springfield, N. J.; Orlyando Harrison, Berlin, Md.; Fred W. Watson, Topeka, Kansas; Henry B. Chase, Chase, Ala.; E. H. Smith, York, Nebr.; H. D. Simpson, Vincennes, Ind.; William Warner Harper, Chestnut Hill, Pa.; W. F. Ilgenfritz, Monroe, Mich.; Michael R. Cashman, Owatonna, Minn.; S. W. Crowell, Roseacres, Miss.

**Market Development Committee**—Chairman not yet selected; Robert Pyle, West Grove, Pa.; Frederic L. Atkins, Rutherford, N. J.; Ernest F. Coe, New Haven, Conn.; O. Joe Howard, Pomona, N. C.; Earl D. Needham, Des Moines, Iowa.

**Arbitration Committee**—George A. Marshall, chairman, Arlington, Nebr. The rest of this committee not yet agreed upon.

**Vigilance Committee**—Paul M. Lindley, chairman, Pomona, N. C.; James A. Young, Aurora, Ill.; Will Harrison, York, Nebr.; E. P. Bernardin, Parsons, Kansas; F. S. Baker, Cheshire, Conn.

**Committee on Nomenclature**—Harlan P. Kelsey, chairman, Salem, Mass.; J. Horace McFarland, Harrisburg, Pa. Committee not yet completed.

**Committee on Relations with Landscape Architects**—Thomas B. Meehan, chairman, Dresher, Pa.; Henry Kohankie, Painesville, Ohio; Theodore J. Smith, Geneva, N. Y.; Richard M. Wyman, Framington, Mass.; John Howes Humphreys, Chestnut Hill, Pa.

**Traffic Committee**—Charles Sizemore, Louisiana, Mo.

**Committee on Arrangements for Convention and Exhibits**—A. M. Augustine, chairman, Normal, Ill.; Guy Bryant, Princeton, Ill.; Leonard H. Vaughan, Chicago, Ill.

**Committee on Annual Report**—E. P. Bernardin, chairman, Parsons, Kansas; George Holsinger, Rosedale, Kansas.

**Committee on Courses of Nursery Training in Agricultural Colleges**—Henry Hicks, chairman, Westbury, L. I.; Theodore Borst, Boston, Mass. Committee not yet completed.

J. EDWARD MOON,

Prest. Amer. Assn. of Nurserymen.  
Morrisville, Pa., Sept. 24, 1919.

The national associations of nurserymen and florists in this country have received from E. Turbat, of the Federation Nationale des Syndicats Horticoles de France, Paris, an invitation to the American horticultural trade to join an entente between the horticultural trade, with the following objects: First, an examination of the situation of the international horticultural trade as the result of the war; second, decisions to be had as to eventual resumption of commercial relations with both the neutral countries and the enemy, and third, any other questions relating to international horticultural trade matters.

Taking the United States as whole, farm sales are heaviest in value in October and lightest in May and June, according to government figures. Total farm sales for the United States are estimated at ten billion dollars.

Where to get your Young Stock—see page 87.

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# American Association of Nurserymen

ORGANIZED 1875

Offers its Members:

## **THE NURSERYMEN'S NATIONAL SERVICE BUREAU**

From which educational publicity work is conducted for the purpose of creating a larger and more profitable market for what the members grow, by making the use of nursery products more profitable to those who buy and plant them. Directed by a Committee of representative and conservative members and financed by the Association.

## **CREDIT AND COLLECTION BUREAU**

Handling claims and collections for members only. Where suit is necessary, an exclusive Attorney service under bond to the Association.

## **ARBITRATION COMMITTEE**

For the adjustment of claims or disputed accounts between members only.

## **TRAFFIC AND FREIGHT CLAIM BUREAU**

Where freight and express bills are audited for members only and overcharges are collected. Members receive free expert advice on all Traffic matters from Mr. Charles Sizemore, an authority on transportation problems.

COMMITTEES of Representative members who handle and report on such matters as LEGISLATION, NOMENCLATURE, STANDARDIZATION, POLICIES, TARIFF, etc.

BUSINESS AND PERSONAL ASSOCIATION with nearly Four Hundred Nursery firms scattered throughout the United States: the prominent, leading, progressive men in the trade who unite for co-operative effort to make the business of each more profitable.

All these activities are centered in the office of the Executive Secretary, who is not connected with any nursery business, but who is a nurseryman and a former President of the Association; whose office handles the business of the Association and no other business.

For further information, address:

# American Association of Nurserymen

General Offices: PRINCETON, New Jersey

JOHN WATSON, Executive Secretary

### The Rincus Job

P. S. Lovejoy in the Country Gentleman  
Interviewing a Gray-haired Ohio  
Nurseryman

"Hear about one young Niblick pulled?"

"No," said I.

"When he checked over his stock this spring after shipping season he found he was long on one-year Baldwins but short on Wealthy. So he had the boys go down the rows grafting Wealthy on top of the Baldwins. Dunno how he happened to have the scions so late but he claims he did. Now I s'pose he'll put out something very special."

"Fine!" I agreed. "'Nature foiled at last! The science of the nursery triumphant! One-year Wealthy on two-year Baldwin on four-year genuine whole-root French crab.' Great stuff. But isn't the Baldwin a little subject to winter damage in the districts where Wealthy is planted most?"

"Oh, some say so. But Niblick & Son are a good outfit. They'll sell those trees South where it wouldn't make any difference," explained the old timer in the business, without cracking a smile. "Hear about the peach trees?"

"I hear they're short this year. They showed me a few acres of peach trees over at the west end of the lake and told me to get my eyes full because I was looking at the biggest block of peach trees in all the world today. Claimed they had three hundred thousand in the block where they usually have a million. And I hear that a lot of the seed planted last fall turned out to be bad and didn't come up. That so?"

"Well, we put in three little blocks and we plowed up one. Catch was so poor it wasn't worth budding. Yes, it's so, all right. Short this year and shorter next. But I was talking about the Rincus job."

"Didn't hear about it," I said.

"Well," said the nurseryman, "they say that a fellow that used to work with Jarvis & Jarvis has developed new propagating methods. Instead of paying three or four dollars a bushel for wild-tree peach pits he gets a wagonload from a cannery and drills em into a piece of rich ground he rented. Quite a lot come up. Course if he'd left 'em 'lone they'd have turned out into ten thousand and new and different varieties, and every one worthless probably. You got to sprout the wild pit, you know, and then bud it over to the named varieties you want to sell. Takes two years to get a real peach ready for planting."

"Well, as it appears, budding and waiting didn't suit Rincus, so come July he runs a mowing machine over his patch and buds his peaches that way. Everything that sprouts up again will look just about like a real budded tree, 'list price fifty-five cents, our special price fifty-two cents in lots of a hundred or more; others charge eighty-five cents for smaller trees; complete line of all known varieties in stock'—as long as our labels hold out. Ever hear the beat?"

"It's a new one. Will he get away with it?" I asked.

"Don't know anything to stop him," he answered. "He'll have a state license to propagate. Trees'll be clean, I s'pose. He'll guarantee 'em, of course."

"Yes, I suppose he will," I said. "Now tell me something I don't know the answer to. How is anybody to tell which nursery outfits are right and square and safe and which are fly-by-nights? If one pays the highest price he finds quoted will that insure him?"

"Well, no. Not always," admitted the old nurseryman. "You take a slick agent and give him a plate book full of fancy pictures and let him work up a line of talk and he'll get top prices for anything. That rule might work out pretty well with mail-order, cash-with-order firms, but it wouldn't do for a general rule. Dad used to send me out on the road when I was a kid, so's to let me get on to what the planters had in their heads," said the old man, chuckling. "He used to give me whatever I could make over wholesale prices and freight. I mind one spring we had too many two-year Concord. I'd go up to a planter's house and show him a one-year vine and tell him it was a genuine, regular Concord. Then I'd show him a nice two-year-old and tell him it was our special strain of extra-special Concord. I'd offer him the little one at fifty cents and the big one at a dollar-fifty. Think I sold many little ones? Why, I made

enough that spring to get married on! Did, for a fact!"

"But didn't it hurt the firm's business?" I asked. "When a planter found out that he had nothing but a regular old-time Concord, didn't he come back on you and knock you to the neighbors?"

"Knock!" repeated the old-timer laughingly. "Knock? I should say not! They were real pleased with the Improved Concord. I've had 'em drive ten miles to show me a bunch of grapes off the old kind and off of my Great Improved and thank me for putting them next a good thing. You see, I'd tell 'em the Improved was a mite particular about soil and water and cultivation, but that the regular old Concord didn't care much one way or another. And they'd plant the Improved on their best land and give it more attention and it'd come into bearing sooner and grow faster and make better grapes and all. Why, you don't think the average planter really knows anything about nursery stock or about what goes on in a plant or tree, do you?"

"Why—I guess maybe I did," I answered. "Why wouldn't he when he was putting up his money and his time and his land on a long-time bet?"

"That's the question," said the nurseryman. "And still, come to think of it, it's reasonable enough. What do I know about roses? And still I sell thousands every year, and tell all about 'em in the catalogue. About all I know about roses is that people will buy 'em of me and that I can buy 'em of Wiss & Falker, in Pennsylvania. They're specialists."

"Why don't you raise 'em?" I asked.

"Too much trouble. Lots of times we haven't got the combination anyway. Cheap-er the way we do it. Why, I could get raspberry tips dug for what I can get 'em delivered to me for. I buy from a fellow in Michigan. He goes round his district and contracts with the berry growers that he knows."

### Current Trade Announcements

Calls for peach seed have been insistent. Inquirers will find announcements in our advertising columns showing where their wants can be supplied if they hurry.

Those who attended the Chicago convention of the American Association last June will remember the strong indorsement given officially by the Association to Ibolium privet, introduced by the Elm City Nursery Co., New Haven, Conn. For a number of years this company has been working on the problem of evolving a privet similar to California in appearance but at least as hardy as Ibota, and has been very successful with this work. The new hardy privet, Ibolium by name, now ready for introduction, very closely resembles California privet in general appearance but without the trying winter of 1917-18 without the slightest injury under identically the same conditions as killed California privet not only to the ground but outright root and branch. It is not difficult to the practical nurseryman to visualize the importance of this new Ibolium privet and the demand which will follow this introduction. An illustration of this new privet will be found with advertisement on page 102 of this issue.

That there is still fruit tree stock to be obtained is shown by our advertising columns this month; though it is scarce.

Jackson & Perkins Co., Newark, N. Y., announced in their Fall catalogue that the largest output of roses they had ever had was in sight, though not so large as the demand seemed to indicate need for. After the catalogue was printed, it was found necessary, because of heavy sales made while the price list was in press, to withdraw all offers for the present on hybrid tea roses, hybrid perpetual roses, large-flowering clematis, tree-form hydrangeas, currants, gooseberries, cherries and plums. Closer count than field estimates later on may disclose some available stock of the above kinds.

Seabrook Farms Co., Bridgeton, N. J., with which William P. Stark is connected, is in the market for fruit tree stock, a list of which it sent to the trade.

### Ohio Nurserymen's Meeting

The summer meeting of the Ohio State Nurserymen's Association was held Aug. 25th, at the Farmers Nursery Company offices, Troy, O., with the following persons present: Wilber G. Siebenthaler, Dayton, O.; H. N. Scarff, New Carlisle, O.; Peter Bohlender & Sons, Tippicanoe City, O.; Jno. D. Siebenthaler, Dayton, O.; Rodger Champion, Perry, O.; Thos. A. McBeth, Springfield, O.; Robt. George, Painesville, O.; T. J. Dinsmore, Troy, O.; G. Gordon Hall, Troy, O.; W. N. Scarff, New Carlisle, O.; Peter Dinsmore, Troy, O.; A. R. Pickett, Clyde, O.; T. R. Norman, Painesville, O.; J. S. Burton, Castown, O.; H. N. Kyle, Tippicanoe City, O.; H. S. Day, Fremont, O.; W. B. Cole, Painesville, O.; T. B. West, Perry, O.; A. M. Leonard & Sons, Piqua, O.; A. N. Champion, Perry, O.

The forenoon was spent in business session, members reporting condition of stock and approximate quantity available for fall and spring delivery.

At the noon hour all were invited guests of Mrs. Dinsmore to a banquet on the beautiful lawn at the residence of T. J. Dinsmore, Pres. of the Farmers Nursery Co. Much praise was expressed and is due Mrs. Dinsmore for the success of this part of the program. The table was filled to overflowing with good things to eat and was beautifully decorated with flowers and vines.

The afternoon was spent in inspecting the nursery and then touring to the nurseries of Baird & Hall, Peter Bohlender & Sons, and W. N. Scarff & Sons, ending with a 6 o'clock dinner at the New Carlisle Inn as guests of W. N. Scarff & Sons. This meeting was a very pleasant one throughout and enjoyed by all.

### Coming Events

Maine State Pomological Meeting, annual meeting at Bangor, Me., Nov. 17-22.

Indiana Apple Show, Tomlinson's Hall, Indianapolis, Ind., Nov. 3-8.

American Society for Horticultural Science, annual meeting at St. Louis, Mo., week of Dec. 28th.

Florida State Horticultural Society, annual meeting at Ocala, Fla., in April.

New England Fruit Show, annual meeting at State Armory, Hartford, Conn., Nov. 14-18.

Minnesota State Horticultural Society, annual meeting at St. Paul, Minn., Dec. 2-5.

New Jersey State Horticultural Society, annual meeting at Atlantic City, Dec. 1-3.

Farmers' National Congress, annual meeting at Hagerstown, Md., week of Oct. 27th. Illinois Horticultural Society, annual meeting at Champaign, Ill., Dec. 16-18.

Iowa State Horticultural Society, annual meeting at Des Moines, Ia., Dec. 9-12.

Mid-West Horticultural Exposition at the Coliseum, Des Moines, Iowa, Nov. 10-15.

Virginia State Horticultural Society, annual meeting, at Roanoke, Va., Dec. 2-4.

Montana Horticultural Society, annual meeting, at Missoula, Mont., January, 1920.

Peninsula Horticultural Society, annual meeting at Chestertown, Md., Jan. 6-8.

National Nut Growers, Albany, Ga., Oct. 15-17.

Northern Nut Growers, Battle Creek, Mich., December.

The Elm City Nursery Company reports large sales of Box-Barberry to leading architects.

### Southwestern Nurserymen

Continued from page 86

W. C. Griffing, Port Arthur.

E. M. Henderson, Athens.

A. D. Jackson, Denison.

E. W. Kirkpatrick, McKinney; W. Z. Kettner, Frankston; Jno. S. Kerr, Sherman; Mr. and Mrs. John Kempe, Denison.

Alfred McDonald, Dallas; S. M. McKee, Jacksonville; C. C. Mayhew, Sherman.

Mr. and Mrs. A. J. Nanhein, Shreveport, La.

Jim Parker, Tecumseh, Okla.; J. E. Price, Pilot Point; R. G. Pines, Sherman.

J. M. Ramsey, Austin.

L. L. Shackelford, Denison; M. S. Shamburger, Tyler; C. E. Stephens, Denison.

Louis J. Tackett, Austin.

George F. Verhalen, Scottsville.

W. A. Wagner, Sherman; J. R. Westbrook, Denison; R. F. Williams, Dallas.

demonstrated very clearly, with the aid of slides, the advantages to be derived from low heading in the protection that was afforded against sun-scald and other forms of winter injury.

Mr. W. J. Boughen, of Valley River, briefly told of his experience in plum growing, and demonstrated some forms which he had produced. He claims that the Mammoth, a seedling produced by Mr. Stevenson, has given excellent returns at his place.

Dr. M. J. Dorsey, of St. Paul, gave a technical paper on sterility, or the reason for lack of fruitfulness in fruits. He attributed lack of fruitfulness to four causes, among which were winter killing of buds, fall at bloom and to abnormality of pistils, and the ordinary fall of immature fruit, which occurs early in the summer, and which is known as the "June Drop."

On Friday morning, the delegates left Winnipeg for Morden, arriving there at 9:11 a. m. The party was met at the station by Dr. M. C. Rumball, president of the Morden Horticultural Society, and other members and from there were taken to the Experimental Station. There an address was read by Mr. E. M. Straight, superintendent, on the work that was being done at that station, after which the party was conducted by Mr. Straight and Prof. Macoun over the station grounds. Although the station is but newly started, some interesting work is under way in testing out new and promising varieties of seedling apples and plums. Some of the new seedling apples which have been produced at Ottawa by making a cross of hardy standards on the Saunders' hybrids, were in bearing, and aroused considerable interest.

After the trip over the station, the party returned to the buildings, where a most appetizing luncheon was served by the ladies of the local horticultural society, at which the president, Dr. Rumball, presided. Following were addresses by Dr. M. J. Dorsey, St. Paul; Prof. W. T. Macoun, Ottawa; Hon. Valentine Winkler, Minister of Agriculture for Manitoba, Prof. N. E. Hansen, Brookings, S. D., and Mayor Kennedy.

Immediately after the luncheon the party left for the home of Mr. A. P. Stevenson, to inspect his orchard and nursery grounds. The visitors were surprised and delighted at the splendid crop of apples and other fruits which Mr. Stevenson has produced this year. They had an excellent opportunity of studying the relative hardness of many of the varieties, which Mr. Stevenson is growing. In the nursery grounds were many interesting introductions. The party then returned to the Morden Experimental Station, where supper was served, after which a short business meeting was held. Votes of thanks were passed to all who were responsible for the entertainment at the various points visited. It was also decided to allow the work of the association to remain largely of a technical nature, retaining as active members all those who are engaged in horticulture in an official way in the Great Plains region, and accepting as associate members those whom the executive might consider eligible.

On invitation from Dr. M. J. Dorsey, it was decided to hold the next meeting at St. Paul, Minnesota.

The following officers were appointed for the ensuing year:

President—Prof. F. W. Brodrick, M. A. C., Winnipeg.

Secretary-Treasurer—Max Pfaender, Mandan, N. Dakota.

Directors—Dr. M. J. Dorsey, University Farm, St. Paul, Minn.; Prof. W. T. Macoun, Dominion Horticulturist, Ottawa; Prof. N. E. Hansen, Brookings, S. Dakota.

The second annual meeting of the association has proven a decided success, and has served to emphasize these facts:—

(1) That the horticulture of the Great Plains region is one of international importance, and its problems can best be solved by co-operative and co-ordinated effort.

(2) That the work of developing fruits and vegetables for this region is a problem that will require long periods of time, and is a problem that should receive the support of governments and public bodies.

(3) That this region is capable of great horticultural possibilities.

(4) That these annual gatherings are an excellent means of arousing a widespread interest in the question of better horticulture.

## "Country Gentleman" Comment

In an editorial in its September 6th issue the Country Gentleman comments upon the shortage of Nursery Stock in several lines, the high prices and the conditions hampering the trade. It continues:

"Fall prices are higher than ever known and may well be higher yet by spring. Prices are expected to make a record peak in the fall of 1920 and spring of 1921. Since peach trees are propagated wholly upon American stocks and since they can be produced in two years, it seems reasonable to expect that peach tree prices should be reasonably stabilized by the spring of 1922, but the prices for apple, cherry, plum, pear and quince trees may remain abnormal for some years after the French growers get readjusted. It is not at all certain when that will be.

"All this is, of course, perfectly understood by the professional nurserymen, but it is not understood by the folks who buy and plant what the nurseryman sells. Planters should appreciate the situation for two very excellent reasons: First, because the supply of many standard varieties is almost certain to be exhausted before long. That means that orders should go in earlier than ever before. Always urgent, this year and next it may be imperative. Orders should go in early.

"Second, shortage and high prices are pretty sure to bring out all manner of old, oversize, runty and generally inferior and undesirable stuff which will be offered to buyers under unusual and high-sounding descriptions. There never was a time when the planter needed to use more caution in his purchases. Beware of the fly-by-night salesman of nursery stock.

"It is the immediate duty of every agricultural college, experiment station, county agricultural agent and secretary of a horticultural society to revise his list of dependable nurserymen. The inexperienced planter who fails to consult with those really competent to advise him will be entitled to little

sympathy if his new orchard turns out a failure. Even old-timers in the fruit-raising business may very well see to it that their lightning rods are well grounded.

"The nursery business is difficult and hazardous to a degree not appreciated by the planter. Too often the planter has been able to buy good stock at less than the cost of production. Too often the faithful and conscientious propagator has received neither appreciation nor a fair money return. Too often the slick agent and the brass-band catalogue have got the planter's money, leaving the planter and the honorable nurseryman to hold the bag.

"For long and trying years the nursery business has been conducted in a manner satisfactory to neither the on-the-square producer of nursery stock nor the ultimate user of that stock. It is true that the public has never appreciated the good nurseryman, it is also true that the good nurserymen have never pulled together long enough nor hard enough to clean up their industry. They have provided no way by which the average planter can distinguish between the dependable firm and the get-rich-quick rascal.

"It is because of this that legislation and regulation of the nursery business become constantly more severe. The next year or two will bring things to a head. If the on-the-square nurserymen of the country permit the scalawag members of the industry to take advantage of the present situation to the general detriment of the fruit-growing public, they may expect, very shortly, a mass of legislation of such character as may put the business of plant propagation upon a new basis. Fruit growing is too important to be put in jeopardy, piecemeal, through petty trickery, or wholesale, through the dissemination of pests and diseases.

"It is up to the planter to recognize thoroughly good stock and to pay a fair price for it, but it is up to the respectable nurseryman to raise the standard of ethics in his trade and to provide a sure means of identifying himself."

### SOMEONE IS SURE TO ASK

The Country Gentleman, like the Rural New Yorker, is reflecting what is being talked among planters; and it is high time that the American Association of Nurserymen or some other Nursery Trade organization took up this matter of trade ethics in a practical manner and acted upon it firmly. If something of this kind is not done, others outside of the trade will do it.

The American Nurseryman has argued long for action within the trade itself before it is too late. Why wait for more legislation against the Nurseryman? Why not clean house in advance and prevent trouble?

Is it not good policy for the reliable nursery to see to it that the scalawags are help up to publicity? Would that not assure the planter that organized Nurserymen do not countenance schemes that will not stand the light of day? As it is now, a Nurseryman who has once obtained membership in the national organization can stay in it forever so long as he pays his dues, no matter what he does (except those who juggle with prices—a recent regulation). And up to a year or so ago, anyone could join! For years we argued for an investigating committee on membership. It has been provided finally.

The point is a good one that there are numerous agencies at work—experiment stations, farm journals, etc.—to aid the farmer in shunning the evil; but someone is going to be sure to ask: "Where does the Nurserymen's trade organization stand on this matter?"

The New York state grape crop this season is estimated at 87,000 tons, 2½ times as large as last year's.

### Advice to Orchardists

In his talks to orchardists, S. P. Hollister, pomologist at Connecticut Agricultural College, Storrs, Conn., says:

Fruit growers who are expecting to plant fruit trees either this fall or next spring should make plans to order their trees at once. Nurserymen report a very much smaller stock of trees on hand than ever before. The importation of stock from Europe has been seriously hampered and labor conditions have effected many if not all nurserymen. Prices probably will be much higher than formerly. The severe winters have checked plantings in many sections and consequently nurserymen have hesitated to propagate as heavily as in previous years.

The outlook for fruit growing in Connecticut, either peaches or apples, or both, is very bright. But this does not mean that everyone should try to put out an orchard. Fruit growing is a special business and not everyone will succeed. There will be times when everything will seem to go wrong, but it's then that the grower who loves the work will "play the game" and keep his orchard in condition to produce a paying crop the following season.

Fruit growers and nurserymen should work together more than they do at present, says Mr. Hollister. The nurseryman has to "gamble" on the varieties which will be called for one, two or three years from the time he propagates the trees. Thousands of trees often remain unsold and are a dead loss to the nurseryman because that variety may not be in favor two or three years after it was budded. It is often possible for a prospective grower to order his varieties a year or two ahead of the time he expects to plant. Any nurserymen will be glad to grow trees which are ordered in advance, and the transaction would probably be to the advantage of both parties.

A fifty million dollar corporation, part of the American Fruit Growers, Inc., is now in process of absorbing the American Fruit Distributors of California, a corporation with offices in Los Angeles.

### GOVERNMENT WASTE

From Sept. Nursery Trade Bulletin

Secretary of the Treasury Glass in a recent statement urged the need of strict economy if the Federal Government is to make both ends meet. Almost at the moment he was saying this Congress was reading the report of a speech on the floor of the House by Representative Alvin T. Fuller of Massachusetts in which he pointed out the extent of the abuse of the franking privilege and how much it was costing the Post Office Department. He cited the case of one Congressman who was forwarding his own campaign for governor of his state. Mr. Fuller is reported to have said that this member in one day sent out 640,000 parcels of books the postage on which should have been 45 cents for each parcel, which means that this Congressman spent \$288,000 in one day at the expense of the people of the United States. Mr. Fuller stated that it was an easy matter for a member of Congress to spend a million dollars of the public money in the disposition of seeds, books and reprints of speeches in his district. No wonder the Post Office Department thinks it necessary to increase the rates of magazines sent through the mails!

### THE STONE ONCE REJECTED

From Sept. Nursery Trade Bulletin.

When we argued, years ago,—and first among trade publications—for close co-operation with entomologists and horticultural inspectors, we had in mind exactly what has come to pass and what is well illustrated in the following announcement:

#### What a Certificate Means

"I am in receipt of a certificate from the United States Department of Agriculture to the effect that they have found my herd of 36 pure-bred Jersey cows free from tuberculosis, and that the herd has been placed upon the accredited list.

"I consider this a great asset to me, and upon showing the certificate to the restaurant keeper who purchases all my milk he was so delighted with it that he requested permission to have it framed and hung upon the wall in the restaurant."—David E. Moulton, Portland, Me.

A certificate ought to be and is an asset to the Nurseryman. He may well display it to his customers; it is an asset.

### EQUITABLE POSTAL RATES

Congressman Moon of Tennessee recently addressed Congress on the subject of Rural Free Delivery Service, which in 1918 showed a deficit of \$68,000,000 and has been practically a complete loss since its establishment. As regards the Rural Free Delivery service, Congressman Moon seems to feel very strongly that the postal cost should not determine the postage rate—and he is absolutely right. But when he considers periodicals, he then overturns this attitude and believes that the postal cost—which is at present entirely hostile guess-work—should determine the postage charge.

Congressman Moon compares the postal cost of handling a pound of first class mail with the postal cost of handling a pound of second class mail. This is a comparison which cannot be regarded as parallel, for this reason:

Post Office reports show that a pound of first class mail (including letters and postcards) averages approximately 38 pieces to the pound, while a pound of postcards alone will run 170 pieces to the pound. Now, a pound of second-class mail will average 4.8 pieces per pound—and these are delivered to the Post Office sacked, routed and needing no sorting or post-marking. A pound of postcards requires 170 different handlings, collecting, sorting, post-marking, routing,

sacking, and 170 separate distributions and 170 deliveries to 170 separate addresses.

Can this in any way be compared to the postal cost of handling 4.8 pieces per pound of second-class mail, with no collection, no initial sorting or distribution and less than 5 addresses at which they must be delivered?

Can a pound of letters involving 38 separate operations at every stage of its progress, from the time it is dropped into the box until its delivery to the 38 separate addresses, be compared in handling cost to a pound of second-class mail with its 4.8 pieces with the preliminary collecting, sorting, post-marking, sacking, routing, etc., entirely eliminated?

Either there is such a thing as fundamental postal principles or there is not. If there is, postal legislation cannot adhere to it in one instance and ignore it in the next.

### British Comment On the Future

The editor of the Horticultural Advertiser, England, says:

In the normal course of things the present scarcity will hold good for another two or perhaps three years. Then the tide will turn. Take one item for instance: we understand the French growers are asking £1 per 100 for cutting briar. What will be the result? Probably every rose grower in the country will put in double or treble his usual quantity, and in a very brief period the country will be hugely overstocked, and we may again see stocks in The Horticultural Advertiser at 15/- per thousand, or an offer such as appeared some twenty years ago, to give them away if anyone would fetch them.

How are we to avoid this trouble? Only by closer co-operation and organization. And here we would say that we must go further than appointing committees to arrange prices. We are not depreciating their work, which has been most beneficial to the trade, but we must go further than this.

President Mayhew, in his presidential address to the American nurserymen, put the matter in a nutshell when he said, "If the normal demand is for ten million peach trees per annum, and twenty million are grown, we might spend all our assets but could not ensure that the extra ten millions should be sold to pay the cost of production."

What we must do is to so perfect our organization as to include a special committee to gauge the probable demand and arrange so that the trade shall grow so much and no more. If this can be done, and it is well within the range of possibility, half our troubles as a trade would disappear, together with nine-tenths of the complaints which reach our Association Executive, and are classed under "price-cutting" and "unfair trading."

### WHAT ADVERTISERS WANT

The advertiser wants a straight publication that accepts dictation from no one. And the more clearly independent a medium is the more it appeals to the business man who uses it for his business announcements.

Where to get your Young Stock—see page 87.

"A paper which gives the best value to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."  
—W. Dumont, Chicago, Ill. in Printer's Ink.

The knowledge of "where to buy" is as important as where to sell goods.

### 1917-1918 EDITION AMERICAN NURSERY TRADE DIRECTORY

A Few Copies May Still Be Obtained

\$1.00 per copy, postpaid

AMERICAN FRUITS PUBG COMPANY

When writing to advertisers just mention American Nurseryman.

### STATE ASSOCIATIONS

[Will Secretaries please send in lists of officers?]

**Pennsylvania**—Pres., Robert Pyle, West Chester; vice-president, A. F. Meehan, Dresher; treas., Thomas A. Rakestraw, Kennett Square; Secy., Henry T. Moon, Morrisville.

**New York**—Pres., C. H. Perkins, 2nd, Newark; Secy., Charles J. Maloy, Rochester.

**Connecticut**—Pres., Chester Brainard, Thompsonville; vice-pres., H. W. Gottschalk, Manchester; Secy., F. L. Thomas, Meriden; Treas., W. W. Hunt, Hartford.

**Rhode Island**—Pres., G. H. Groaton, Providence; Vice-Pres., C. W. Morey, Woonsocket; Secy., D. A. Clarke, Fiskeville; Treas., V. A. Vanicek, Newport.

### For French Relief

Editor American Nurseryman:

Treasurer Hill has called my attention to the work of the American Committee for Devastated France, which is endeavoring to raise \$100,000 to replace the fruit trees destroyed by the war in the four cantons of Aisne, Soissons, Vic-sur-Aisne, Coucy-le-Chateau, and Anizy.

For a time the American Association of Nurserymen had a committee on French Relief. It was, however, felt that gifts of trees would deprive the French growers of the opportunity to sell their products, and as they have doubtless been denied this opportunity during the period of the war, it seems only right that now that the opportunity has come to them, American nurserymen should not donate trees which would deprive them of the only market of consequence that they have had in four years.

If, therefore, any nurserymen desire to help with money contributions, the war sufferers of France to replace their orchards, these contributions can be sent to our Executive Secretary, John Watson, 400 Nassau street, Princeton, N. J., who will be glad to have them applied to the purpose for which they were sent through arrangements which he can consummate with organized committees that are restoring these trees.

Very respectfully,

J. EDWARD MOON, President  
American Association of Nurserymen.

### British Opinion On Imports

The editor of the Horticultural Trade Journal, England, says:

"My comments on the letter of the Boskoop Firm who sought to rake in orders for trees and shrubs by working the oracle through Belgium, were written just a day or two before the Prime Minister's announcement that Import Restrictions would be removed on September 1st. It may of course be said that my ink and space might have been saved, and that it doesn't matter now what the wily Dutchman intended to do, but I have other thoughts, and to my mind it is a matter of considerable importance that we should know what manner of men we are dealing with.

"So far as the removal of the ban of imports of plants and trees is concerned, I am not going to enter into the pros and cons of the matter. Some nurserymen are glad, and some annoyed at the decision, and my opinion is of no particular interest to men who hold their own, but it does seem to me that the Government's dealing with the trade almost amounts to trifling. First the nurserymen and seedsmen were asked to express an opinion as to whether prohibition should remain either in absolute or partial degree. Then certain bulbs were to be allowed under license up to September 1st. Next the date was extended to December 31st, and now, after a good deal of trouble has been involved, but before any license could be utilized the whole arrangements are nullified and the door thrown wide open.

"One thing I do hope is that this turn of events will not be allowed to alter our Trade's endeavor to produce as much as possible rather than buy as much as possible from abroad."

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.

## Orchard Brings \$1,475,000

All records have been broken by the number of sales of apple orchards in Berkeley county, W. Va., during the last eight months. The total sales amount to \$1,475,000. The Pittsburgh syndicate purchased many of the orchards.

Prices that had never been dreamed of were obtained by orchard owners. The boom was started several months ago by the American Fruit Growers, Inc., which firm alone has invested about \$400,000 for county lands. In some instances as much as \$1,000 per acre was paid, while the average price was about \$400, double that of any other year. When control of the 1919 apple crop was included the price was never below \$600.

The most remarkable example of the profits made by the sale of these lands is shown in the case of the Arden Orchard Company's purchase and sale of a 287-acre tract that John M. Miller, known in this section as the "Apple King." The farm was sold for \$125,000. Just a few months after purchasing it the Arden company resold it to Alva C. Richards, of Winchester, Va., for \$200,000, and since that time Mr. Richards has refused \$260,000 for the tract. Offers of \$400 per share for stock in the Grimes Golden Orchard Company have been flatly turned down.

**The Use of the Tractor**—In view of the rapidity with which the use of the tractor in field operations is extending Nurserymen should give special consideration to the advantages of this mode of power mechanism. As to the rate at which its use is growing the following figures published by the U. S. Dept. of Agri. after extended investigations, tell the story.

In 1912 there were manufactured 11,500 farm tractors; in 1914 there were manufactured 15,000 farm tractors; in 1915 there were manufactured 21,000 farm tractors; in 1916 there were manufactured 29,670 farm tractors; in 1917 were manufactured 62,670 farm tractors; in 1918 there were manufactured 132,690 farm tractors; in 1919 manufacturers expect to make 314,936 farm tractors.

This steady increase took place, moreover, in the face of demands for war materials and especially tractor bodies and parts for use in the Tank Corps. Of course it is not the machines of the types referred to in those figures that will come to the aid of the nurseryman, but rather the small, light, inexpensive tractors of which there are only a few on the market at present. But the latter are being rapidly improved and promise to be a great labor-saving device.

## For Value Received

During the past year and with a recent increase in numbers, Mr. Hecke, the Director of Agriculture, has been flooded with request from all over the United States, and, too, the beyond, for information pertaining to farming and fruit growing in California.

At present it looks as if hundreds are awakening to the great possibilities offered them through our benign California climate and resources of fertile soils and climate, and all appear eager to embrace the time-honored advice of Horace Greeley and—"Go West!"

In most instances the California Department of Agriculture has been able fortunately to adjust these queries by furnishing the applicants with pertinent information regarding fruit growing, farming, cultural methods, pruning, etc., and in cases where this Department had no published information, the applicant has been referred to publications of the University of California at Berkeley, or the U. S. Department of Agriculture at Washington.

These many requests of varied nature may be taken as an index of the value of our California system of inspection, quarantine, and standardization, which has evoked favorable comment from remote quarters.

Berkeley, Cal.

B. A. R.

The Nursery Trade in and adjacent to Chicago was much pleased to receive some nice soaking rains last month which were very welcome after the long drought.

# SURPLUS LIST

## The Home Nurseries, Inc.,

Dansville, N. Y.

KINDLY PLACE US ON YOUR MAILING LIST TO RECEIVE YOUR SURPLUS AND WANT LISTS

**TO THE TRADE:**—The trees listed below are two, three, four and five years old that have special care and attention and we can pick fine specimens for select trade. Good, fibrous roots, straight bodies and well balanced tops.

The idea that many nurserymen carry that a two year old tree is superior to a three, four or five year tree for transplanting we have found to be absolutely untrue so far as our 25 years' experience in growing and handling fruit trees has proven. Would you say that a little spindling two year maple tree is a better tree and would give quicker shade than a six or eight year maple tree? How would you like to offer your customer a two year maple tree and then have his neighbor receive a five or six year old tree for a very little difference in price? Would the difference in price satisfy your customer?

This holds true with fruit trees—it has been an old fossil idea of most nurserymen that the two year tree is the only tree to sell, but the wideawake nurserymen, the ones who are keeping up with the time are taking hold of these large trees—they are getting more of a profit for the trees and

they are giving better satisfaction and getting business away from these old fossils. A man buying a fruit tree does not want to wait an eternity for it to bear fruit no more than a man wants to wait until he is ready for the grave to get shade from the shade tree he plants. A demand has been created in the past few years for these large fruit trees and those who are handling them are making good and getting the business. If you issue a catalog put a page or two pages in your Catalog this spring of these large bearing size trees—we predict it will bring you the best returns for the space used and the trees will prove a business getter.

Those who sell through Agents will find these large trees a leader. Don't be behind the times—don't let your competitor send in your territory these large, handsome trees and get the business away from you. Deliver good trees that will have the appearance when your customers get them, and that will give satisfaction by bearing fruit, perhaps the next year—that is what will build up your business. THINK IT OVER.

## THE HOME NURSERIES, INC.

**SAMPLES.**—We will be glad to submit samples, charging you with the regular price and actual cost of packing.

### APPLE TREES Two and Three Year

	% in.	% in.
Alexander .....	85	23
Bellflower .....	220	64
Baldwin .....	568	342
Ben Davis .....	347	67
Duchess .....	117	38
Fall Pippin .....	78	38
Gano .....	596	365
Grimes Golden .....	865	865
Fameuse .....	175	...
Golden Russett .....	286	...
Jonathan .....	143	...
King .....	583	...
McIntosh .....	856	85
N. W. Greening .....	376	65
Northern Spy .....	745	54
Red Astrachan .....	185	64
R. I. Greening .....	640	87
Stavman Winesap .....	540	...
Delicious .....	310	...
Hub. Non-Such .....	308	18
Seek-no-further .....	176	...
Rome Beauty .....	143	...
Wagener .....	376	37
Winter Banana .....	1210	...
Wolf River .....	410	34
Wealthy .....	573	...
Yellow Transparent .....	376	72
York Imperial .....	117	42

### PEAR TREES Two and Three Year

	% in.	% in.
An'ou .....	132	49
Bartlett .....	310	113
Clapps .....	420	95
Flemish .....	376	74
Duchess .....	131	...
Keiffer .....	90	...
Seckel .....	173	...

### PLUM TREES Two and Three Year

	% in.	% in.
Abundance .....	143	43
Burbank .....	208	76
Bradshaw .....	174	163
Lombard .....	365	117
Red June .....	85	...
Shippers Pride .....	43	...
Genii .....	...	...

### CHERRY TREES Two and Three Year

	% in.	% in.
B. Tartarian .....	209	...
Bing .....	90	...
Gov. Wood .....	76	...
Napoleon .....	117	...
Lambert .....	43	...
E. Richmond .....	231	...
Montmorency .....	143	...
E. Morello .....	264	...

We can furnish a few light grade two year and one year trees in most all of the varieties listed.

### Three, Four and Five Year

	% in.	1 in.	1½ in.	2 in.
41	26	19	12	
46	18	14	9	
256	219	290	113	
278	119	379	176	
110	87	113	9	
67	16	14	...	
210	197	239	286	
492	76	134	83	
165	30	10	...	
265	84	26	15	
67	...	...	...	
485	865	429	476	
673	185	237	28	
372	310	80	79	
287	143	197	113	
132	75	89	62	
387	276	143	198	
210	76	43	81	
65	43	18	9	
154	17	34	...	
118	...	...	...	
56	...	...	...	
187	113	87	76	
416	97	48	63	
115	39	16	73	
208	63	32	74	
128	74	93	17	
85	43	18	84	

### Three, Four and Five Year

	% in.	1 in.	1½ in.	2 in.
327	165	96	65	
275	116	198	174	
187	96	74	86	
273	117	119	48	
74	26	18	7	
276	219	118	297	
28	...	...	...	

### Three, Four and Five Year

	% in.	1 in.	1½ in.	2 in.
111	176	43	115	
94	116	113	176	
73	96	32	43	
163	218	194	74	
143	43	65	25	
96	31	26	19	
116	64	28	29	

### Three, Four and Five Year

	% in.	1 in.	1½ in.	2 in.
234	86	43	22	
116	73	11	9	
97	25	17	12	
85	24	9	7	
28	17	7	8	
518	264	189	118	
713	375	211	86	
374	273	111	73	

**FIRST COME—FIRST SERVED.** These trees will be picked up quickly. Send us your list for what you will want for this Fall delivery and for Spring.

## Foreign Notes

### An English Outing

An Englishman's idea of a Nurserymen's Outing—a day spent in inspecting greenhouses filled with tomato and cucumber plants, and a gathering around a tea table—is widely different from that of an American Nurseryman. Yet those who nurse to perfection quantities of tomato and cucumber plants are really nurserymen, we must not forget that the culture of vegetables is a branch of Horticulture.

The Horticultural Trade Journal, England, in a recent issue, reported, under the caption, "Nurserymen's Outing":

On the 22d inst. over thirty members of the North East Lancashire Nurserymen's Association had a day of combined business and pleasure. Leaving behind them the manufacturing towns in or near which their businesses are located they journeyed to the less populous district and more congenial atmosphere of Hesketh Bank, about midway between Preston and Southport, where there is a prosperous colony of Tomato Growers and others engaged in the market gardening industry. Here the visitors found much to interest and instruct and with extremely favorable weather conditions a most enjoyable day was spent.

The principal establishments visited, and at each Tomatoes and Cucumbers were leading features, were those of Mr. Adams, Mr. Forshaw, Mr. Douglas and Mr. J. Smith.

Tarleton. At the first named, Mr. Adams was voted an excellent grower on account of the remarkably heavy crop of Tomatoes on view. The well-built greenhouses and cultures of Mr. Douglas formed the subject of many favorable comments. At Mr. Smith's nursery, in one house 120 feet by 105 feet (7 spans averaging 15 feet each) interest was aroused and free discussions took place on the merits of the four varieties growing therein.

Mr. Barwise, nurseryman, Burley, presided at the tea-table. Mr. Tench, Accrington, proposed and Mr. Slading, Nelson, seconded a vote of thanks to the proprietor of the nurseries visited. In well phrased speeches they referred to the many practical benefits and educational value of exchange visits.

**French Practice Corrected**—Some months ago the attention of the Council of the British Horticultural Trades Association was directed to a press advertisement in which fruit trees were offered by a French firm. The then Secretary, Mr. Pearson, was instructed to write to the French Nursery Federation, pointing out that the sale of stocks to farmers and others not in the nursery trade usually resulted in the sales at cut-throat prices, and that the trade was injured by this illegitimate competition. He also pointed out that while the present scarcity of stocks continued, it was surely unnecessary to go outside the trade in making offers.

Some rose-growing members also drew attention to the sales of roses to amateurs in this country, and suggested that such sales should be made through a British firm, and in cases where this was not easily arranged (as for instance in case of amateurs travel-

ing in France and calling at the nursery), care should at any rate be taken that such orders should be priced at a fair rate, say 33 1-3rd above trade prices.

To Mr. Pearson's letter a very favorable and courteous reply has been received. The President of the French Federation states that after careful consideration the Federation has unanimously accepted the proposals made, and will recommend its members to carry out these recommendations. The Executive Committee naturally asks for reciprocity, and that British and Irish nurserymen will follow the same lines with regard to anything they may sell in France. Will our members kindly note and act, accordingly?

### Briton Would Grow His Own Stocks

Commenting on the high price of stocks, H. A. Whyte & Co., Newinn Nurseries, Baldock, Herts, England, say: "Now there can be no excuse for anyone being short of stocks. First the hedges, and our nurseries sometimes, are full of materials for cutting briars. Surely, for the time being, they would have served the purpose. Second, grow our own stocks in this country. For years we have been advocates of the formation of a large co-operative company to take land in some of the eminently suitable parts of the country and produce these as well as stocks for all purposes. But we were a voice crying in the wilderness. We could name fifty sites specially suited for the business, and if a sound business directorate is forthcoming, we are prepared to back our views and take a large holding in the concern."

President J. Edward Moon, of the A. A. N., Robert Pyle and John Watson for the Market Development Committee last month kept the ball rolling by issuing an urgent request to subscribers to the M. D. Fund to send the balance of the first year's subscription to Secretary Charles Sizemore, Louisiana, Mo. If the matter has been overlooked, there is yet time.

### WANTED--

#### A First-Class Salesman

Who is capable of taking care of general Nursery correspondence. State experience, age and salary desired.

FANCHER CREEK NURSERIES, Fresno, California

**MAGNOLIA GRANDIFLORA**, field grown, stocky plants, all sizes.

**ABELIA GRANDIFLORA**, in quantity. Write for prices on number and sizes wanted.

**AMOR RIVER NORTH**, thirty thousand, two years old.

**EVERGREENS** in variety. For lining Irish and English Junipers. 500 Biota Aurea Nana, 12 in.

**NORTH CAROLINA NATURAL PEACH SEED**

**VALDESIAN NURSERIES**, Bostic, N. C.

## NURSERYMEN

### FLORISTS AND SEEDSMEN

Headquarters for first-class help, furnished free of charge to employers. Tractor hands, teamsters, general men for farms, single and married, all nationalities.

Phone Main, 5074

### DIAMOND AGENCY

557 W. MADISON STREET,

CHICAGO, ILL.

### IBOLIUM, The New Hybrid HARDY PRIVET (L. Iboia x Ovalifolium)

Now sent out for the first time.

Inquire for further information.

One year field grown plants.....\$5.00 each.

Summer rooted frame grown.....3.00

Nov. 25th delivery

See page advertisement in this issue. Page 102.

THE ELM CITY NURSERY CO., Introducing BOX-BARBERRY

New Haven, Conn.

### Nurserymen Should Know

That one of the fastest growing industries in the country is

### NUT CULTURE

Demand for information as to Nursery-grown Nut Trees is insistent on all sides. Full information by specialists appears regularly in

### AMERICAN NUT JOURNAL

Leading National Publication of the kind

Subscription \$1.50 Per Year

Advertising Rate \$2.10 per inch

AMERICAN FRUITS PUBLISHING CO., Inc.

39 State St., ROCHESTER, N. Y.

### Franklin Davis Nurseries, Inc.

404 W. Baltimore St.

BALTIMORE, MD.

JOSEPH DAVIS, General Manager.

### For Fall 1919--Spring 1920

APPLES—2 yr. Buds  $\frac{1}{2}$  in. and  $\frac{1}{4}$  in. grades.

" 1 yr. Buds  $\frac{1}{2}$  ft. and  $\frac{1}{4}$  ft. grades.

PEACH—1 yr. Buds, all grades.

CHERRY—1 and 2 yr. Only a few left.

PRIVET, (California)—By the carload, in all grades, 2 and 3 years old. Oriental Planes, Norway and Sugar Maples, Maiden Hair, Pin Oak, Willow Oak.

Send us your Want List and Surplus List.

### Boston Ivy Clematis Paniculata Shrubs

Raspberries

Blackberries

Evergreens

Ornamental Trees

Perennials

California Privet Hedge

Japan Berberry

Prices on request.

PETER BOHLENDER & SONS

Tippecanoe City, Ohio.

**OSAGE ORANGE HEDGE PLANTS**

Large stock of number one and two for late fall and early spring shipment.

Also a complete line of general nursery stock.

Address, **SHENANDOAH NURSERIES,**  
Shenandoah, Iowa. D. S. LAKE, President

**NURSERYMAN**

Ten years' experience in Propagation, Cultivation, and Sale of Nursery Stock and Fruits.

**WISHES POSITION**

Can handle men. Capable of managing or superintending nursery or fruit farm.

**CHAS. O. EMBRY,** Garnett, Kansas

**Special for Fall**

**Cornus Elegantissima,** 2-3 and 3-4 ft.

Also **Shrubs and Herbaceous Plants** in good assortment.

**T. R. NORMAN,** Painesville, Ohio

A FEW HUNDRED BUSHELS

**Tennessee Natural Peach Seed**

At \$4.50 per bu. while they last.

**SOUTHERN NURSERY CO.,**  
WINCHESTER, TENN.

**WANTED: EXPERIENCED SALESMAN**

take charge selling end of nursery business. State commission required, giving references.

**The Colorado Gardens and Nurseries**  
Colorado Springs, Colo.

**Rosa Multiflora Cuttings**

We are in position to supply by contract, 100,000 rooted cuttings, **Rosa Multiflora.**

Correspondence solicited.

**EVANSVILLE NURSERIES,**  
EVANSVILLE, INDIANA.

**ORNAMENTAL TREES AND SHRUBS**

"Bay State Quality"

Largest assortment in New England. Evergreen and deciduous trees. Sturdy, choice stock that can be depended upon. Send for Trade List.

**THE BAY STATE NURSERIES**

**NORTH ABINGTON, MASS.**

**HAVE SOLD OUT ON GRAPE VINES**

Will have nothing to offer for this Spring's delivery; but I intend to be prepared to offer for the Fall of 1919 and Spring of 1920 one-year vines, which will be principally

**Moore's Early and Concord****Fairfield Nurseries**

(CHAS. M. PETERS)

**SALISBURY, MD.**

**WE CAN PRINT**

your Price Lists, Catalogues and other Commercial Publicity Matter. Let us submit an estimate.

**Western New York Publishing Co.,**  
**THE HORTICULTURAL PRESS**  
39 State St., ROCHESTER, N. Y.

**CANNAS**

A large stock of several varieties. Prices right. Let us book your order now for shipment at proper time.

**PARKER BROS. NURSERY CO.,** Fayetteville, Ark.

**Bailey's New Standard****Cyclopedia of Horticulture**

On Easy Terms. Prospectus Free

**American Fruit Pub. Co.,** Rochester, N. Y.

If you missed getting your adv. in the current issue of **American Nurseryman** send your copy for the mid-month

**American Nursery Trade Bulletin**

**Nut Trees**

Wholesale and Retail

**Budded and Grafted Trees**

Transplanted stocks, Pecans, English and Black Walnut, Shagbarks and Hybrids, Filberts, Etc.

**J. F. JONES, The Nut Specialist**

Box N. Lancaster, Pa.

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.

**BEEMAN 1-Horse Tractor**

It Plows, Cultivates, Harrows, Mows.

Does 1 horse work at 1/2 horse cost. Successfully operated by unskilled labor. Thousands of pleased users. Does not pack ground. Turns sharp corners, goes close to fence. Useful the year around. A 4 H. P. Engine runs cream separators, washing machines, pumps, etc. Write for interesting Book.

**BEEMAN TRACTOR COMPANY.**

354 Sixth Ave. South, MINNEAPOLIS, MINN

\$285 f. o. b. factory

Original One-Horse Tractor

**Special Offer of 5000 Norway Maples**

Fine, heavily branched Straight trunks

Height	CALIPER:	
	6 in. Above ground	10 100
4-6 feet		\$ 5.00 \$ 40.00
6-8 "		6.00 50.00
8-10 "	3 4 to 1 inch	7.50 70.00
8-10 "	1 1/2 inch	10.00 100.00
10-12 "	1 1/2 to 2 inch	15.00 135.00
12-14 "	2 to 3 inch	25.00 225.00
14-16 "	3 to 4 inch	60.00

**THE D. HILL NURSERY CO.**

Box 401

**DUNDEE, Illinois**

Say you saw it in **AMERICAN NURSERYMAN**

**The Art of Landscape Architecture**

BY SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads, paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.80

**American Fruits Publishing Co.**

Rochester, N. Y.

When writing to advertisers just mention **American Nurseryman.**

**CLINCH MORE and BIGGER SALES**

by developing your "selling personality." Here's the helpful, inspiring book to show you how. **Successful Selling**, by E. Leichter. It gives you the secrets of order-getting salesmanship; explains how to select the right approach, presentation and closing for each individual prospect. It will help you make of yourself a commanding salesman. Handy size for your pocket, 65 cents postpaid.

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A National Trade Journal For Nursery Growers and Dealers.

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Advertising rate: \$2.10 per inch.

Three years' subscription \$3.50

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Published Monthly, Supplementing "American Nurseryman", issued on the 15th. Subscription 50c per year. Advertising \$2.10 per inch.

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Only National Publication Devoted to Nut Culture of All Kinds  
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These are the Standard Publications of the kind. Based upon 26 years' experience in the Horticultural Field. Endorsed by leading authorities everywhere. Absolutely independent. Address

**American Fruits Publishing Co., Inc**

39 State St., Rochester, N. Y.

"Nurserymen ought to be free to discuss trade topics not only as they come up in annual conventions, but throughout the year in the trade journals."—J. H. Dayton Storrs & Harrison Co., Painesville, O.

**Peach Seed ALL VARIETIES**

Write, **THOMAS R. HAMAN,**

1614 Oliver St., BALTIMORE, MD.

**SCARFF'S NURSERY**

1200 Acres "At it 25 Years" HEADQUARTERS FOR

**SMALL FRUIT PLANTS**

Blackberries Raspberries Strawberries Gooseberries Currants Dewberries Rhubarb Privet Grape Vines Hardwood Cuttings Horseradish Asparagus Butterfly Bush Spirea Berberry

100,000 transplanted Raspberry, Blackberry and Dewberry plants for retail trade. See whole sale list before placing your order

**NEW CARLISLE, W. N. SCARFF & SON OHIO**

## Foreign Notes

### Preliminary Report

On the Prospect of the New Crop of the Principal Deciduous and Evergreen Tree Seed in Germany

By Conrad Appel, Darmstadt, Germany

Although it is somewhat early to give a complete report on the results of the various species of Forest Pine Seeds, it will certainly be of great interest to the Nursery Trade to be posted as early as possible on the prospects of the crop, on the quantities and stocks available of seeds of satisfactory quality, and for this reason I herewith beg to report as follows:

Acer platanoides and Acer Pseudoplatanus, Norway Maple and Sycamore promise a medium yield. The same refers to Fraxinus excelsior, Common Ash. Betula alba, Common Birch, has nearly a failure, while Alnus glutinosa and Alnus incana, Red and White Alder, can be supplied this season in fair quantities; Carpinus Betulus, Hornbeam, fails entirely. Of Robinia Pseudacacia, Black Locust or Acacia, I hope to be able to offer a parcel of good value. In regard to Spartium scoparium, Broom, and Ulex europaeus and Tilia parvifolia, Summer and Winter Lime, small crops can be expected. Fagus sylvatica, Beech, has a perfect failure.

Concerning the principal Evergreen Tree Seeds I beg to mention that Pinus Strobus, Weymouth or White Pine, will have a small crop and will be in strong demand. Of Abies pectinata, Silver Fir, no cones could be gathered this year. Larix europaea, European or Tyrolean Larch, is yielding very small quantities of cones, of tyrolean seed very little will be obtainable. Picea excelsa, Common Spruce, new seed fails entirely. The small stocks of reliable quality carried over from last season will soon be disposed of. Early ordering will be advisable. Pinus sylvestris, Scotch Fir, brings a medium crop. The quantity of new seed available is depending on the collectors, whether they will be able to secure all cones grown in the various districts. Of course high prices have to be granted for the gathering, and the seed will be accordingly high. The demand will be heavy and soon take up the limited stocks on hand. In regard to Pinus austriaca, Austrian or Black Pine, Pinus maritima, Maritime Pine, and Pinus Laricio, Corsican Pine, it is too early to say anything definite.

CONRAD APPEL.

Darmstadt, Sept. 9, 1919.

### Benefits of Organization

The secretary of the Horticultural Trades Association (British) says: The small nurseryman or seedsmen has no longer any excuse for remaining outside the H. T. A. The H. T. A.'s work in maintaining reasonable profits and safeguarding its members from legal pitfalls, alone, is of the very greatest value, not to mention its hundred and one other activities.

"Don't ask Government Departments for information: ask the H. T. A." That is the moral in the case of Mr. Carl Engelmann, of Saffron Walden, who has lately been prosecuted by the Board of Agriculture. Mr. Engelmann was not at that time a member of the H. T. A., and he went to the Board explaining what was the state of affairs, and asking what was the right course to take. Instead of getting an answer he was at once prosecuted, though he had given himself away in perfect good faith and was honestly trying to do the legal and right thing. But nurserymen must remember that every Englishman is legally supposed to know the whole of the law in all its intricacies (though even the Judges don't) and ignorance is no excuse in a Court of law."

Messrs. Bobbink & Atkins (Rutherford, N. J., U. S. A.), write us respecting our note at the N. R. S. Show, on the white rose "Edith Cavell." They say they have a rose under this name, now becoming widely known in America, but it is a dwarf Polyanth, very deep red in color, and they believe sent out by Messrs. Jac Smits, Naarden, Holland. Our correspondents have done good service in drawing attention to this matter, and all our readers would do well to

note that two varieties are passing under the same name. We cannot now alter the name of either, but knowledge of the facts may save much confusion.—Horticultural Advertiser, England.

### An Australian Nursery

A visit was paid last month by our representative to the Gembrook Nurseries, Emerald, Victoria. The nurseries, which were established by that veteran pioneer and horticulturist, Mr. C. A. Nobelius, some 30 years ago, are now carried on by his sons under the name of C. A. Nobelius & Sons. Railway siding and office are at the nursery, half a mile from the Emerald railway station, on the Fern Tree Gully and Gembrook line.

The nurseries are now over 250 acres in extent, and contain about 2,500,000 fruit and ornamental trees, in various stages of growth. The nursery presents a model of cleanliness and order throughout, and is a splendid example of what can be accomplished by skilled workmanship and correct cultivation. The fruit trees for sale include all commercial varieties of apples, pears, plums, prunes, peaches, apricots, nectarines, cherries, citrus, quinces, etc. These were noted to be in excellent condition. The firm has worked up a fine lot of peach and apricot trees, one particular patch showing 150,000 peach stocks (mostly Clingstone and Freestone peaches for canning purposes) budded for 1920 plantings, presented a beautiful sight.

During the past three years, matters have not been too bright for fruit tree nurserymen, especially in apple stocks, and large quantities had to be destroyed. Although the demand for apple stocks dropped, to a small extent they were compensated by an increased demand for peaches and apricots. The demand for young apple trees is now increasing and next season should witness still bigger increases, with no difficulty on the part of the fruit tree nurserymen to fulfil same. Mr. Nobelius advises the planting of yearling stocks in preference to two and three-year-old trees, as these trees, when developed, prune into better shape, and crop better.—Australian Nurseryman.

### American Consul's Report

When the American Nurseryman some months ago remarked that in the near future American nurserymen instead of importing might be exporting Nursery Stock, not a leaf stirred. Yet, before the summer was over—under date of July 25th indeed—a Washington, D. C., press despatch to the daily press said:

#### Possible Scotch Market for Nursery Stock

Washington, D. C., July 25—According to a recent report from the American Consul at Dumfermline, Scotland, to the Department of State, the varieties of nursery stock most likely to find a market in the Dumfermline market are those varieties of hardy young trees and plants usually planted in the Northern part of the United States and Canada, peach and plum trees excepted.

Hardy apple and pear trees, cherry and quince trees, together with gooseberry, currant bushes and a few hardy plants suited for the long, damp and cold winters of Scotland could be sold in limited quantities in this district, the report says.

A list of the seedsmen and nurserymen at Dumfermline and Kirkcaldy may be obtained upon application to the Bureau of Markets by asking for report 119474.

**Replacing Fruit Trees In France**—The Tree Club of America has appropriated \$8,000 for replacing fruit trees in devastated France. The purchasing and planting of these has been assigned to the American Friends Service Committee, and Wendell F. Oliver who was with the Wm. H. Moon Company, and is now connected with the Friends work, with Henry Stabler, has been placed in charge of this work. They are at present visiting the nurseries of Orleans, France, with an idea of purchasing as many fruit trees as are available, with their appropriation, and will then have the planting done in the districts which are most in need of the re-establishment of their orchards.

## Cultural Topics

### Hardy Peach Stock

Discussing the Amygdalus davidiana, or Father David's peach, a wild peach found in China by the late Frank N. Meyer, agricultural explorer, Peter Bisset, in charge of the foreign plant distributions for the Federal Government, says:

Mr. Meyer sent us seeds in large quantities, from which we have raised and distributed many thousands of young plants for stock purposes. It has proven to be an excellent stock for the peach, apricot, plum and in fact, for all of the stone fruits with the exception of the cherry.

We have at our Chico Plant Introduction Field Station, Chico, Cal., a large number of the commercial varieties of peaches, plums, apricots, nectarines and almonds budded on this stock, which have commanded very favorable attention from the fruit growers of the Sacramento Valley. The growth of this stock has been very rapid and we believe superior to that on the stocks commonly used. After seeing this test orchard growers got interested, and we had many requests for the young seedlings to be tried as a stock. After we had made a general distribution of this stock throughout our country, the California growers noted that when this stock was planted on ground that contained too much alkali for the ordinary peach the trees lived and thrived. This is especially true of many of the orchards in the neighborhood of Yuba City in the Sacramento Valley, and there are a number of orchards that had these so-called bad spots that have been replanted with fruit trees on the Davidiana that are now in their fifth year, and bearing profusely, and evidently all are in the best of health. This wild peach is a very hardy one, enduring heavy frosts—frosts, in fact, that have killed back severely the very hardiest of the peaches, while it left the Davidiana uninjured.

We have now got trees established of this peach at one of the Department Stations at Mandan, North Dakota; and it has been tried by Prof. S. A. Beach of the Iowa State College, Ames, Iowa, where it passed through winters without injury that killed back such well-known hardy varieties as Hill's Chili. We have distributed trees to many of the nurserymen in the Eastern States, but here it does not seem to command the attention of fruit growers as it has done in the West. I am inclined to think, however, that the stock has not been given a fair test.

The demand for plants of this wild peach has been so great that it has induced the Yokohama Nursery Company of Yokohama, Japan, to send their agents to China to collect seeds from the wild trees and they, I understand, are now offering seeds to the growers. In fact, I have had the pleasure of seeing a number of seeds of this wild peach that had been obtained from this company, within the past few days, and they seem to be identical with the seeds that we have that were collected by our Mr. Meyer in China. The fruit, I might state, is small and not considered edible, as there is practically no flesh surrounding the stone.

At a recent annual convention the Society of American Florists elected: President, A. L. Miller, Jamaica, N. Y.; vice-president, F. C. W. Brown, Cleveland, O.; secretary, John Young, New York city; treasurer, J. J. Hess, Omaha, Neb.

### An Experienced

retail salesman desires to go into business for himself. Gilt-edge references. Age thirty-five.

Prefers to connect with a grower of assorted A-1 quality stock.

Address A. H., P. O. Box 124, Rochester, N. Y.

## Our Surplus List

**Blackberries**                      **Lining Out Stock and**  
**Dewberries**                      **Perennials**  
**Shrubs and Shade Trees in carload lots**

We would be pleased to quote you on your Want List

**ONARGA NURSERY COMPANY**  
**CULTRA BROS, Mgrs.                      ONARGA, ILLINOIS**

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100,000 Privet in sizes from 2 to 5 ft.  
 Oriental Planes, American Elms.  
 Norway, Sugar, Sycamore and Silver Maples.  
 Pin and Red Oaks.  
 American, European and Silver Lindens.  
 White Dogwood, Horse Chestnuts and Lombardy Poplars.  
 Salisburias and Tulip Trees.  
 Butternuts, Filberts, Walnuts and Pecans.  
 Evergreens and Shrubbery in good assortment.  
 Have many large Shade Trees in caliper from 3 to 8 inches.  
 Send list of wants for prices.

**THE RAKESTRAW-PYLE CO.,**  
 KENNETT SQUARE, PA.

### RESOLUTION PASSED

At Chicago Convention, June, 1919

Resolved, That members of the American Association of Nurserymen shall not sell to any customer of nursery products, whether private owners, parks, cemeteries, realty developers, municipalities or similar large buyers, at prices which do not adequately protect in his sales and distribution expenses the nurseryman who buys similar stock to sell again; and  
 Resolved, That we disapprove of nurserymen giving their wholesale trade lists to or through professional landscape architects;  
 Resolved, That any member who violates the foregoing resolution shall forfeit his membership, as provided in Article IX of the Constitution.

## To Get Your Share of the Peony Profits

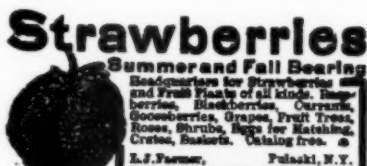
You must have the Peonies. Use "Pennant Brand" Peonies for your retail trade, to stock up and to complete your assortment. They are good, strong divisions, well grown to please, yet prices are reasonable. There's money in the flowers, too. And every year's delay is a year's profit lost. Here is a part of the list.

### "PENNANT BRAND" PEONIES

	Doz.	100
Alex. Dumas, early brilliant pink	\$2.50	\$17.50
Candidissima, a good early white	2.50	20.00
Georgine d'Or, a good late white	3.00	25.00
Duc de Cases, midseason rose	2.00	15.00
Duchesse de Nemours, Ivory white	2.00	16.00
Duchesse d'Orleans, soft pink	1.50	12.00
Eduis superba, a very early pink	1.50	12.00
Emile Lemoine, purplish red	1.50	12.00
Floral Treasure, midseason shell pink	3.00	20.00
Jeanne d'Arc, pink and blush	2.50	20.00
Mme. Calot, bluish, becoming white	2.50	17.50
Mme de Verneville, fine early white	2.50	17.50
Queen Emma, pink, a money maker	4.50	35.00
Queen Victoria, bluish, becoming white	1.50	12.00
Zee Calot, large Enchantress pink	2.50	17.50
Pennant Mixed, a fine mixture	1.50	12.00

Send for complete descriptive list, even if not ready to buy now. Have us send you our bulletins regularly. The Federal quarantine will likely make a shortage. Better order early. 1,000 lots quoted by letter.

**SARCOXIE NURSERIES**  
**PEONY FIELDS**  
**WILD BROS. NURSERY CO.**  
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**Strawberries**  
 Summer and Fall Bearing  
 Seedlings for Strawberry  
 and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Sage for Hatching, Crabapples, Saskatoos. Catalog free. ©  
 L.J. Farmer,                      Pulaski, N.Y.

Remember the Mid-Month Issue of the

**AMERICAN**  
**Nursery Trade Bulletin**

FOR TRADE ANNOUNCEMENTS

Forms close on 12th  
 39 State St.                      ROCHESTER, N. Y.

**A** MERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

## Twice-a-month Nursery Trade Publicity

On the 1st and the 15th  
**AMERICAN NURSERYMAN**  
**NURSERY TRADE BULLETIN**

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**THE BENJAMIN CHASE CO.,**  
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## E. P. BERNARDIN

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Specializes in

AMOR NORTH AND VULGARIS

Privet. EARLY HARVEST B. B.

Root grown. BUNGEI 2 and 8 year

heads. SHADE TREES. Large stock,

all sizes.

ORNAMENTALS. Grown for land-

scape work.

Correspondence solicited

**WANTED FOR FALL DELIVERY**—10,000 Peach 2x3 and 3x4 ft., Elbertas and J. Hale; 5,000 Kelfer and Garber, 1 yr. whips, 2x3 ft.; 3,000 Cherry, Pear and Plum, 2 and 3 yr. old; 1 bushel Apple Seeds; 50,000 Apple Seedlings; 50,000 Pear Seedlings.

**WE HAVE 50,000 SURPLUS APPLE**, in 2 and 3 year trees, in the leading varieties. For prices, write  
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**L. GRAVES & SON.**

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## PLANT BREEDING

By BAILEY and GILBERT

Professor Bailey's standard text, originally issued some twenty years ago, has been revised and brought down to date by A. W. Gilbert, Professor of Plant Breeding in the New York State College of Agriculture. In addition to the many changes made in the material that has been retained, there are now included in the volume new discussions of mutations, Mendelism, heredity and the recent applications of the breeding of plants. There are also extensive laboratory exercises and a bibliography. Altogether the work is a comprehensive encyclopedia on the subject of plant-breeding.

Price \$2.15

American Fruits Publishing Co.  
 ROCHESTER, N. Y.

THE ELM CITY NURSERY COMPANY, Woodmont Nurseries, Inc., New Haven, Conn.

# IBOLIUM

## THE NEW HARDY HYBRID PRIVET

Resembles California Privet in Habit with this added advantage:—  
It's as HARDY as IBOTA Privet and will succeed wherever IBOTA thrives.

Name, IBOLIUM, coined thus:— *IBO* from *Ibota* and *LIUM* from *Ovalifolium*.

### CERTIFICATE OF MERIT

American Nurserymen's Association  
Chicago Convention, June 27th, 1919.  
Report of Committee on Plant Exhibits.  
Jno. S. Kerr, Chairman.

Your committee is pleased to report upon IBOLIUM Privet, originated and now introduced by The Elm City Nursery Company, Woodmont Nurseries, Inc., New Haven, Conn.

IBOLIUM Privet is the result of cross breeding between the Ibota Privet and California Privet and combines the hardiness of the Ibota with the fine foliage and growth characteristics of the California Privet. Evidently IBOLIUM is quite an acquisition to the privets for northern sections.

Your committee readily commends this new introduction as very meritorious.

JNO. S. KERR,  
ROBERT PYLE,  
ALVIN E. NELSON,  
Committee.

IBOLIUM Privet is ideal for hardy hedge purposes, for training into specimens, general decoration as a tub plant, also in its natural form wherever a tall, dignified shrub is desired. It also thrives well in the shade. It produces freely large panicles of pure white flowers followed by clusters of glossy black fruits making the whole shrub very ornamental. The usefulness of IBOLIUM Privet is almost without limit.

INTRODUCED NOW for the FIRST TIME to the TRADE for Propagating Purposes. Delivery Nov. 25, 1919.

**PRICES:—** One year strong field-grown plants, each..... \$5.00  
Summer cuttings, well established, frame plants, each..... 3.00  
No discount on these prices for quantity.

We reserve the right to withdraw this offer after a given quantity is booked up, as the entire stock of IBOLIUM at the present time is only about 10,000.

**THE ELM CITY NURSERY CO.,**

Originators and Introducers of IBOLIUM Privet

Also Originators and Introducers of BOX-BARBERRY. Well rooted, summer frame cuttings, BOX-BARBERRY, \$65.00 per 1000. Fall or Spring Delivery. No trade surplus of larger sizes to offer.

**WOODMONT NURSERIES, Inc.**

NEW HAVEN, Connecticut.



IBOLIUM Privet.—The above cut is from photo of a plant of IBOLIUM Privet, three years old. Softwood cuttings have been taken from this plant twice this summer. This is the identical plant which was shipped to Chicago for exhibition purposes, was knocking about for at least three weeks and on its return to the Nursery appeared to be little the worse for wear, proving the remarkable vitality of IBOLIUM Privet.

### REGISTRATION

Society of American Florists  
April 5th, 1919

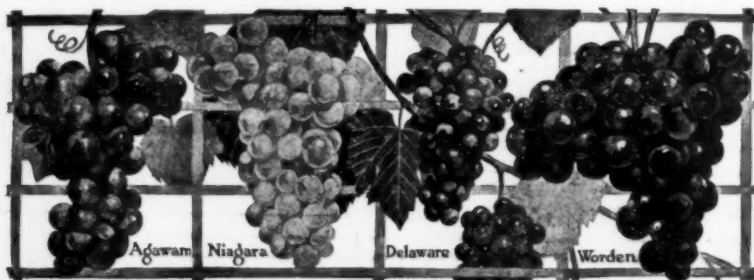
IBOLIUM Privet is the product of crossing the California Privet (See parent) with Ibota, the hardy Chinese Privet. It is similar in general character to California Privet being perhaps somewhat more robust in habit of growth. It is inclined to bush more freely from the base than California Privet, a decided advantage.

It can be propagated with the same ease as California Privet either from hardwood or softwood cuttings and is quite able to withstand the abuse incident to the ordinary handling of a hedge plant, both by the Nurseryman and the planter, without serious injury.

Its great claim for the public's consideration as compared with California Privet is its **hardiness** taking in this respect from the pollen parent, Ibota, having proven to be perfectly hardy wherever Ibota Privet is hardy. This gives this new hardy hybrid a very extended range of usefulness.

The extreme test as to hardiness was proven out in the winter of 1917-18 when IBOLIUM Privet stood the test without the slightest winter injury side by side with the California Privet which was not only killed to the ground but in many cases died root and branch.

JOHN YOUNG, Sec'y.



The longest established and best known growers of GRAPE VINES in America.

Also Currants, Gooseberries and other Small Fruit Plants.

**WORTHY NEW FRUITS—HUBBARD Grape:** Black, best quality. **POORMAN Gooseberry:** A new American red variety, very productive. **EARLY JUNE Raspberry:** A new red berry which was originated at the N. Y. Experimental Station.

Write for prices.

T. S. HUBBARD COMPANY

Fredonia, N. Y.

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48 Wall St., New York City

### WANTED TO TRADE

Some 9-16 PEACH, leading varieties, for Cherry and Plum, 5-8 and up, or grapes, 2-year, No. 1. We want Kieffer and Garber in 5-8 grade. Also have a few 11-16 Apple will trade for any of the above.

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# SHRUBS SHADE TREES EVERGREENS

Good Assortment. Excellent Quality. All our own growing.  
Fall trade list now ready. Ask for your copy.

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**Cherry 2 Year Usual Supply.**

Demand very heavy; no more car lots to offer; can furnish limited amounts in assorted orders.

**Cherry One Year**

Thrifty and nice, will only dig limited number. Not as heavy as usual owing to cold April. Will make excellent two year. Prefer to carry over if our customers will let us.

**Peach One Year**

Limited amount in assorted orders only.

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General list Leading Varieties in limited quantity.

**Hardy Nut Trees**

Grafted and Budded Pecans, English Walnuts and Grafted Black Walnuts in the best varieties.

Trade List now ready.

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National Journal of Commercial Horticulture

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We offer a general assortment of Nursery stock, and Nursery supplies, including—  
A few thousand Vrooman **FRANQUETTE** and **MAYETTE** Walnuts, both grafted and seedlings from grafted trees, and **ITALIAN** or **SPANISH** Chestnut

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**Scarcity of Stock**

makes our offer of choice shade trees and shrubs interesting reading.

We offer in assorted size Norway and Sugar Maple, Horse Chestnut, Catalpa Bungei, European Sycamore, American Elm.

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## Quercus palustris (Pin Oak) Fraxinus americana

(White Ash)

## Populus nigra fastigiata (Lombardy Poplar)

## Ulmus monumentalis (Cornish Elm)

Ask for our prices before ordering

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H. VERZAAL, General Manager

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We offer the following for late fall and winter shipment:

**JUNE BUD PEACH**

	6-12 in.	18-24 in.	2 3 ft.	3-4 ft.
Elberta	2,50		7,000	6,000
Hiley			6,000	6,000
Carman		1,000	2,000	
Mayflower			1,000	
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Also 100 bu. seedling peach seed; half million each Aroma and Klondike str. wberry plants.

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**H**ERE she comes, homeward bound, with "a bone in her teeth," and a record for looking into many strange ports in six short months.

If you had been one of her proud sailors you would have left New York City in January, been at Guantanamo, Cuba, in February, gone ashore at Port of Spain, Trinidad, in March and stopped at Brest, France, in April to bring the President home. In May the Arizona swung at her anchor in the harbor of Smyrna, Turkey. In June she rested under the shadow of Gibraltar and in July she was back in New York harbor.

Her crew boasts that no millionaire tourist ever globe-trotted like this. There was one period of four weeks in which the crew saw the coasts of North America, South America, Europe, Asia and Africa.

## *An enlistment in the navy*

gives you a chance at the education of travel. Your mind is quickened by contact with new people, new places, new ways of doing things.

Pay begins the day you join. On board ship a man is always learning. There is work to be done and he is taught to do it well. Trade schools develop skill, industry and business ability. Work and play are planned by experts. Thirty days furlough each year with full pay. The food is fine. A full outfit of clothing is provided free. Promotion is unlimited for men of brains. You can enlist for two years and come out broader, stronger, abler. "The Navy made a man of me" is an expression often heard.

*Apply at any recruiting station if you are over 17. There you will get full information. If you can't find the recruiting station, ask your Postmaster. He knows.*

# Shove off! Join the U. S. Navy

